Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL
Volume 3, No. 4 Published by Her Majesty's Stationery Office 28 April 1971

Price 10p net

A massive case for ACL.

Shippers get the best of both worlds with Atlantic Container Line. A container service that no other line can hold a candle to for speed and efficiency. Plus up-to-the-minute Roll-On Roll-Off capacity for loads that are either not suitable or would prove too expensive for containerisation.

ACL RO-RO tackles **any** load on wheels – even if we have to put them on the wheels ourselves. Heavy static machinery and big crates are just as easy to handle as cars, trucks and excavators – through special wheel arrangements that move loads across the ship's stern ramp into over a mile of internal roadway.

This RO-RO performance takes place twice a week, every week at Liverpool and Southampton. It's backed by a service that makes sure your goods get fast door-to-door distribution with the minimum of fuss, bother and expense.

Next time **YOU** want to ship anything to the U.S. or Canada get together with ACL for a no-holds barred discussion. The address of your nearest agent is listed below.

ACL

Cuts the Atlantic down to size.

CUNARD BROCKLEBANK

General Agents CUNARD-BROCKLEBANK LIMITED
Liverpool L3 1DY Tel. 051–227–3000 Telex 62343/4
London 01–480 7637 Telex 887884 & 887885 Bradford 0274–27134
Birmingham 021–236 6745 Bristol 0272–293341
Southampton 0703–29933 Telex 47638
Agents
Bigland Hogg & Co. Ltd., Middlesbrough 0642–43637 Telex 58488
Anchor Line Ltd., Glasgow 041–221 9809 Telex 77594
Little Whiting & Tedford Ltd., Belfast 0232–24455/6
Irish Shipping Ltd., Dublin 772901

Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

VOLUME 3. NO. 4 PAGES 165-220. APRIL 28, 1971
PRICE 10p. NET SUBSCRIPTION INCLUDING POSTAGE £7.60
Editorial Address: **Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. 01-222 7877.**

Index to Statistics 166
Subscriptions, Advertisements and Reprints 166
Industrial statistics – a new look 169
Industry needs to 'get cracking' to be ready for 1973 EEC entry 170
Factsheets on Britain and Europe 170
Concorde Conference communique 170
Responsibilities of Ministers in Department of Trade and Industry 171
Investment grants for new ships 172
Anglo-Polish long-term economic and trade agreement 173
The Queen's Award to Industry 1971 174
Application for temporary exemption from import duty 181
Vehicle and General Insurance Co. 181
Rolls-Royce Ltd. – appointment of inspectors 181
Technological collaboration between UK and Finland 181
Sultan of Jogjakarta on UK visit 181
Application for import duty drawback on acetone cyanohydrin 181
Consideration of mergers by the DTI 181
Two 1971 milestones in Anglo-Soviet trade 182
New advance factories for Workington and Cramlington 182
Patents endorsed 'Licences of Right' 182

Parliamentary Answers 183

New Books 185

Government surplus sales 187

STATISTICS

The economy: selected indicators 188
Retail trade in February 189
Hire purchase and other instalment credit business in February 190
Turnover of the catering trades, laundries and dry cleaners, and hairdressers in January and February 1971 193
Registrations of British and foreign films 194
Business Monitor 194
New companies registered in Northern Ireland 195
Sales by wholesale textile houses 195
Production of man-made fibres in February 195
Turnover of the motor trades in January and February 196
Industrial building in the first quarter 197
Stocks and capital expenditure in certain distributive and service trades 1969 198
General index of retail prices for March 199
Release dates of economic statistics to be published in May 199
Deliveries and orders in the engineering industries 200
Aircraft noise at Heathrow and Gatwick airports, fourth quarter of 1970 201

EXHIBITIONS AND FAIRS

Railway industry to go 'on show' in Russia 202
DTI stand at engineering '71 exhibition 202
Successful participation at Danish building show 202
British commercial information office at Hanover Fair 202
Colour to the fore at Western Boutique Men's Show 204
Increase business transacted at Westec 204
Major British food promotion for Canada 205
Aiming at world markets 205
Export Missions and Tours 206
Export Orders 208

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and East Germany. France and Irish Republic. Italy and Japan. Czechoslovakia and Romania. Finland and China. Tunisia and Czechoslovakia. Guatemala and Japan. Bulgaria – five-year plan 1971-1975. ECGD backing for export contracts. Hints to businessmen booklets 210

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Special Advisory Authority inquiry on cherries 217
Chile: Amendments to import tariff 217
Denmark: Price control and recent economic developments 213
European Communities: Common agricultural policy. Common commercial policy – Community imports. Imports from non-member countries 212
Germany, Federal Republic of: Import licensing 213
Ghana: Import licensing 214
India: Interim Budget 1971-72 215
Irish Republic: Proposed added value tax. Import of tomatoes 213
Israel: Amendment to Free Imports Order 1969 215
Malaysia: Free Trades Zones 216
Mexico: Import licensing amendments. Import duty and tariff amendments 217
Morocco: Customs tariff modifications 214
New Zealand: New Zealand/Australia Free Trade Agreement. Emergency Protection Authority Report. Cancellation of Tariff and Development Board inquiry. Customs Tariff inquiry – sacks and bags of textiles. Customs tariff changes 216
Nigeria: Customs tariff changes 214
Peru: Fishing law 217
Saudi Arabia: Late delivery of pharmaceuticals, etc. 215
Singapore: Import control. Pioneer industries 215
South Africa, Republic of: Customs tariff changes. Food regulations. Tariff and import information. Agricultural Pests Act. Control of electronic products 214
Spain: Safety standards for catalytic domestic heaters operated by liquid petroleum gas 213
Trinidad and Tobago: Prompt forwarding of documents 217
Tunisia: Suspension of Customs duties 213
United States: Anti-dumping. Motor vehicle safety standard 106. Firearms legislation. Sources of supply of British consumer goods. Hazardous substances – baby walkers 218

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Under construction, the new Police Headquarters at Oestersund, Sweden. Twenty-thousand square feet of Turnabestos Insulation Board for fire protection of the structural steelwork has been supplied by TAC Construction Materials Ltd., Manchester, a subsidiary of Turner and Newall. Encasing the steel framework affords varying degrees of fire resistance, dependent on the thickness of material used: 1 hour protection is given using $\frac{3}{8}$ in. (9.5 mm) thickness, 1$\frac{1}{2}$ hours, $\frac{3}{4}$ in. (19.1 mm.) and 2 hours 1 in. (25.4 mm.).

The Turnabestos was supplied to the contractor Byggnadasfirma Joel Persson K/B, through TAC's agent in Sweden, C A Clase AB, Gothenburg. Dr. Arne Johnsson of Stockholm was the consultant for the scheme.

LATE ANNOUNCEMENT

New members of Export Guarantees Advisory Council

THE EXPORT CREDITS Guarantee Department announced that the Secretary of State for Trade and Industry has appointed Mr. J. A. R. Staniforth and Mr. E. Kaye, to the Export Guarantees Advisory Council, which advises the Department on its 'commercial' operations.

Mr. Staniforth is chief executive and managing director of Constructors John Brown Ltd., a director of John Brown & Co. Ltd., and chairman of John Brown Engineering (Clydebank) Ltd.,

Mr. Kaye is governing director of Lansing Bagnall Group Ltd. and chairman of several national companies.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually, M = monthly, Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Air miss report (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
Bankruptcy orders (Q)	17 Feb. 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	This week
Industry's capital expenditure (Q)	21 April 1971
Catering trades turnover (M)	This week
Chemicals industry (Q)	17 Feb. 1971
Companies:	
Acquisitions and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	21 April 1971
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	This week
International trade credit (A)	14 April 1971
ECGD business (Q)	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Deliveries and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	14 April 1971
Cinema admissions and takings (M)	17 Mar. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry orders and deliveries (M)	14 April 1971
Foreign trade:	
EFTA trade (Q)	17 Mar. 1971
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	14 April 1970
Unit value and volume index nos. (M)	14 April 1971
Value of overseas trade (M)	21 April 1971
Value of overseas trade: analysis of trends (Q)	3 Mar. 1971
Gold and convertible currency reserves (M)	14 April 1971
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	This week
Industrial building (Q)	This week
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	31 Mar. 1971
N. Ireland index (M)	31 Mar. 1971
Wales index (Q)	31 Mar. 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	20 Jan. 1971
Investment and earnings overseas (A)	7 April 1971
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	This week
Volume of production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	31 Mar. 1971
Motor trades turnover (M)	This week
Office development permits (Q)	10 Mar. 1971
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	24 Mar. 1971
Royalty transactions (A)	31 Mar. 1971
Shipping:	
Movement at UK ports (M)	7 April 1971
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	This week
Industry's stocks (Q)	21 April 1971
Retail (M)	17 Feb. 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	31 Mar. 1971
Cotton production (M)	21 April 1971
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	This week
Wool exports (Q)	25 Nov. 1970
Wool output (M)	21 April 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	14 April 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	21 April 1971

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
Business Monitor titles	31 Mar. 1971
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	7 April 1971
Customs notices of interest to exporters	21 April 1971
Directory of DTI (formerly BOT) departments and their work	2 April 1970
ECGD local offices	14 April 1971
Index – Oct.-Dec. 1970	17 Feb. 1971
Official receivers offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	7 April 1971

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

TRADE and INDUSTRY (*incorporating the Board of Trade Journal*) is published weekly by Her Majesty's Stationery Office, price 10p annual subscription. £7.60 (including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St. Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1 or through any bookseller.

© Crown Copyright 1971

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *TRADE and INDUSTRY* (*incorporating the Board of Trade Journal*), Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles should be ordered within one week of publication, cost £3 per page (or part) for 250 copies, carriage extra. (Larger quantities 25p per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.I.), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: ***Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance***

Price 45p (*by post* 50p). Annual Subscription **£6** including postage.
and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

"Substantial rise in new premium income"

Viscount Harcourt—Chairman

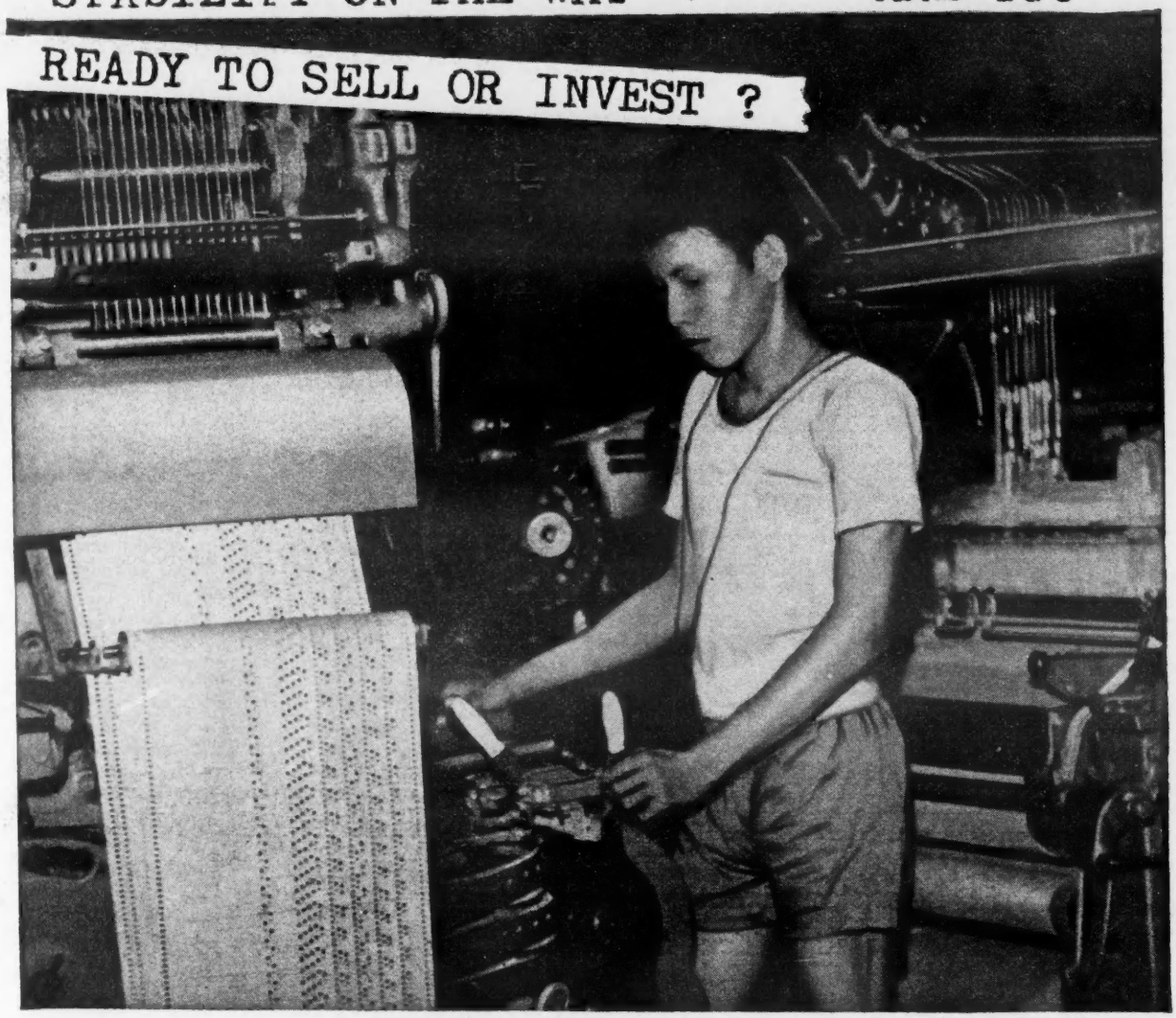
- Over £20 million new premium income for long-term business compared with £14·5 million in 1969. Total net premium income—£111·7 million.
- New forms of pensions contracts successfully introduced.
- Premium income from general insurance increased by 20% in 1970 producing a satisfactory transfer to profit and loss account.

Legal & General

- Expansion of motor business at competitive rates.
- Increased dividends for shareholders—total dividend of £5,490,000 payable for 1970. Board's objective is that total dividends will not only be maintained but will be increased.
- The Society's funds exceed £1,113 million.
- Market value of investments exceed balance sheet values by £90 million.

Copies of the Chairman's Statement and Report and Accounts for 1970 may be obtained from the Secretary, Legal and General Assurance Society Limited, Temple Court, 11 Queen Victoria Street, London, EC4N 4TP.

DATELINE INDONESIA + + + ECONOMIC STABILITY ON THE WAY + + + ARE YOU READY TO SELL OR INVEST ?



The new government is certainly ready. Waiting to do business with you. The opportunities are immense. They want capital goods and much else. One sure sign of stability: the Hongkong Bank Group have reopened their branch in Djakarta. They know the facts. With this and their branches in 29 other countries, they have a healthy start for accurate assessments and reliable forecasts. All you should know about the economic situation of the country is set out in their booklet.

Write for the special booklet on Indonesia to the address below.

THE HONGKONG BANK GROUP

9 Gracechurch Street London EC3V 0DU

Industrial statistics—a new look

By Dr. B. Mitchell, Chief Statistician, Business Statistics Office

If management is to derive maximum benefit from statistics collected from industry, results must be available in a form which firms can readily use for planning and market research. In response to industry's needs and requests, the Government Statistical Service is radically reorganizing the system of industrial statistics to provide more details of individual products and individual industries for the benefit of both industry and Government. It aims to provide them more frequently and at the minimum cost to firms. Another aim – which largely depends on industry's co-operation – is to reduce substantially the time needed to publish results. The new system is to be based on integration and co-ordination of all industrial statistical inquiries; close consultation with industry; extensive use of computers and use of a central Register of Businesses. These features promise a greatly improved service.

THE COMPLEX PRODUCTION census held roughly every five years and the former short period inquiries are being replaced by a closely integrated combination of monthly, quarterly, annual and periodical inquiries. The results will form a continuous and ever changing picture of the structure and trends in British industry. By March 1971 new quarterly inquiries had been introduced for 48 industries and by 1973 new quarterly inquiries covering virtually all industries will be fully operational. Information will be available on the value and, where relevant, the quantity of sales of several thousand products. Such comprehensive and detailed information about sales has previously been obtained only once every five years and with much delay.

Many firms have been asking for these statistics to check market and product trends and to assess the effects of seasonal and special factors. Frequency and regularity are essential for gauging the true nature of changes in demand – whether they are likely to be ephemeral or permanent. It will be possible for firms in any industry to keep an up to date check on the competitive position of their products and also their market share. They will be able to compare movements in their own figures with those of the industry as a whole. The results will also show firms the trends in other industries whose prosperity is linked to their own production, particularly supplier and customer industries.

Cutting complexity

The first of the annual censuses, which complement the quarterly inquiries, was launched in January, and relates to 1970. These cenuses will be far less complex than their five-yearly predecessors and will only ask for essential structural information needed for the management of both individual businesses and the national economy; details of persons employed, wages, stocks at the beginning and end of the year, capital expenditure, total purchases and total sales. Additional details will be available about work given out to other firms, transport costs, and certain other expenses.

The census results will provide a measure of the contribution made by each industry to the national product, and also show the structure of British industry in terms of size of firms, average wages, output per head, trends in investment, etc. These enable decisions on industrial policy to be based on a detailed up to date picture of the performances and structure of the various sectors of British industry. Results of annual censuses could also be used as benchmarks for short period statistics – such as the monthly indices of industrial production, which show short-term changes in the pattern of industrial production.

Firms will be able to use the operational ratios which will be available from the census results to compare their performance with the average for their industry and size group. Among the averages which may be compared are output per head; number of employees; wages per head (sub-divided into those of operatives and other employees); capital expenditure on land, existing buildings, plant, machinery and vehicles.

In order to measure the very short term trends in the economy manufacturers in some industries will be asked to supply each month summary figures for their business – often just one figure for the value of total sales. At intervals of about three years details will be collected of materials purchased and of business expenses and receipts. The first of these inquiries is planned for 1973.

The periodic inquiries into purchases will enable firms to analyse their sales to different industries and to discover in which markets they would do best to concentrate their efforts. They are the basis of the wholesale price indices of materials used in sectors of industry, some of which are used by businesses for contract price adjustment clauses, to allow for the effect of inflation on long term contracts. This information also makes possible the construction of 'input-output' tables which are a vital tool in economic planning for the future. An important aim of the new system is that all figures should be collected from the same business units, wherever possible.

Publishing the results

Results of quarterly inquiries are available in a series of Business Monitors covering individual industries and information obtained from annual censuses will be published in a series of reports. Publication of industrial statistics is now being reviewed with the aim of making them more useful to individual firms. A wide range of business statistics will soon be collected and processed centrally by the Business Statistics Office. In order to help firms use statistics more easily, we are planning to extend the Business Monitor series to include a range of statistics for each industry. Figures for an industry's sales, stocks, employment, wages, exports, imports, etc., could then be obtained from one source.

No information whatsoever may be published or disclosed about individual firms without their previous written consent. The thorough process of checking for disclosure accounts for a significant proportion of the time and cost of processing an inquiry – at times up to one tenth. There is a demand from industry, commerce and local authorities for the names of firms contributing to the statistics for particular industries, and in many cases it would be to manufacturers' advantage if such information were readily available.

A start was made in the 1968 Census of Production when firms were asked to indicate whether or not they agreed to their names and addresses appearing in a published list of businesses classified by industrial activity. Only one out of five respondents has refused. We are planning to publish a Directory of Businesses containing this information as part of the Report on the 1968 Census of Production. The Directory will comprise 13 separate volumes, each relating to a group of industries.

Maximum advantage – mimium cost

Industry and Government will be able to make use of much fuller and more up to date industrial statistics in the seventies. But of course firms will be called up to provide the information. On the general aspects of the new system of production statistics we consult the Census of Production Advisory Committee, whose non-official members were appointed for their special knowledge of statistical matters. The Government is in close contact with the Statistics Working Party of the CBI. The Government has also set up a Survey Control Unit specifically to represent the interests of

(*Continued on next page*)

INDUSTRIAL STATISTICS, *continued*

form-fillers. Its job is to examine critically all existing and proposed statistical inquiries, to eliminate duplication and to ensure that they are necessary. Before the content of every inquiry is decided upon detailed discussions are held with individual firms and trade associations for each industry. The object of these discussions is to help firms to complete while yielding as much information as is needed. Many product headings are included at the request of industry. Moreover the inquiries are flexible and may readily be changed to meet new requirements.

We do not ask for accounting accuracy in the returns – reasonable estimates are acceptable. Regularity is an essential part of the new system and a firm filling in forms on a regular basis will probably consider developing routines for getting them completed quickly and efficiently. When a form comes in at infrequent intervals it is treated each time as a 'one-off' job and it never becomes any easier for the firms to fill it in. In the long run, therefore, we think that firms will find the new system less onerous than the previous one based on the large scale quinquennial censuses.

Above all the value of this new information that will be available to industry should more than justify the cost of producing it. It is not only the Government and large firms who can profit. The new industrial statistics which will become available can be relevant to the marketing plans of even the smallest firms.

Industry needs to 'get cracking' to be ready for 1973 EEC entry

— Sir John Eden

INDUSTRY WILL HAVE to get cracking to be ready to join the Common Market by the earliest possible date – January 1, 1973 – Sir John Eden, Minister for Industry, said in Bristol on April 19.

Addressing the West of England branch of the Institute of Directors, Sir John said: 'The next meeting between our chief negotiator and the Six on May 11 is a most important one. We hope for substantial progress at that meeting. We should then be able to settle the main points by the end of this summer. This could lead to our signing the Treaties by the end of this year and, allowing for a reasonable period for ratification, our formal entry into the Communities on January 1, 1973.

'So to get ready, we must get cracking'.

Sir John added: 'If we join, we will be joining much more than a bigger market for our goods. We will become part – and a major part – of a completely new industrial and commercial environment. Everyone, at all levels of industry, must come to understand the significance of the changes and the magnitude of the opportunities which that will bring'.

Earlier, Sir John said: 'It would be wrong to become too mesmerized by the adverse impact on our balance of payments, without taking account of the cumulative benefits which membership will bring.

'Perhaps the best way of discerning the potential on the credit side is to study recent trends both in our pattern of trade and in our comparative economic performance. Between 1959 and 1968 British trade with Western Europe as a whole grew five times as fast as her trade with the sterling area. At the same time in nearly all cases, Commonwealth exports to Britain have almost halved. It is a big turn-round, making the Common Market now our fastest-growing market'.

Sir John continued: 'Even so, while our trade with the EEC rose two and a half times, internally the Common Market trade increased fourfold. At the same time many Commonwealth countries have been protecting their own growing manufacturing industries against British exports. And already about 30 countries have association or preferential trading agreements with the EEC and at least another 10 are currently seeking them.

'There is no reason to believe that the Community's impetus for growth is on the wane. On the contrary, there is every indication that the standard of living within the Common Market will become a magnet of growing significance for other trading nations whilst the gap in their relative performance will increase.

'Economically, so long as the conditions for our entry are not excessively harsh, there can be little doubt that British interests will best be served by our joining our own strength with that of our European neighbours. The negotiations now taking place are seeking to ensure that the terms required of us are fair both to ourselves and to the existing Community members. Inevitably they are concerned with detail, but we should not lose sight of the wider benefits. If, as a result of joining an expanding tariff-free market of nearly 300 million people, our own growth rate can rise by as little as a half per cent from its average level, the gross cost of entry would be more than compensated by the new wealth created'.

Negotiations were now approaching the crunch-point, said Sir John.

'The negotiations are down to three main issues: Community financing, Commonwealth sugar and New Zealand dairy produce.

'These are all matters of crucial importance. In each case quick and fair solutions must be found – otherwise we cannot join. But as problems for negotiation, they are no greater or more intractable than those with which the member countries themselves have already had to contend. If there is real acceptance on their part, as well as on ours, of the economic and political benefits that an enlarged community can bring then there is every prospect that these issues will be equitably resolved.'

Sir John Eden (right), Minister for Industry, with Lord Strathcona in Bristol on April 19.

Factsheets on Britain and Europe

THE THIRD in the fortnightly series of government leaflets dealing with the Common Market was published on April 22. This issue summarizes the background to Britain's application and sets out the main issues on which negotiations are proceeding.

Copies of leaflet No. 3 'The Background to Britain's Application' are available free of charge at post offices.

Concorde Conference Communique

M. JEAN CHAMANT, French Minister of Transport, the Rt. Hon. John Davies, MP, Secretary of State for Trade and Industry and the Rt. Hon. Frederick Corfield, MP, Minister for Aerospace, met in London on April 22, 1971.

They examined the progress of the Concorde programme and having regard to the performance of the aircraft at Mach 2, they decided:

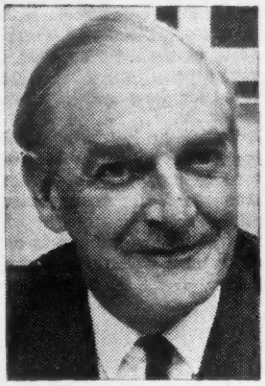
1. To authorize the manufacture of production aircraft 7 to 10 and the supply of material for production aircraft 11 to 16.
2. To meet again before the end of the year for an examination of the progress of the programme.

Responsibilities of Ministers in the Department of Trade and Industry

With the acquisition of responsibility for the aerospace industry and for civil aerospace policy Ministerial responsibility within the Department of Trade and Industry has been allocated as shown below. For the time being the Rolls-Royce RB 211 negotiations will remain the responsibility of the Secretary of State for Defence.

THE SECRETARY OF STATE – MR. JOHN DAVIES

The Secretary of State has general charge of the Department and will be consulted as necessary by the three Ministers. He will also take references direct from the Parliamentary Under-Secretary of State for Trade on shipping policy and marine matters and from the Parliamentary Under-Secretary of State for Industry on monopolies, mergers and restrictive trade practices.

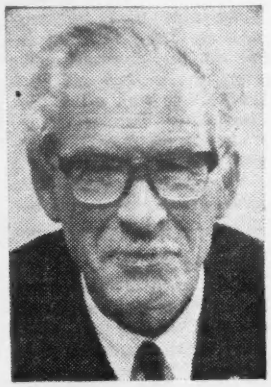


THE MINISTER FOR TRADE – MR. MICHAEL NOBLE

The Minister for Trade will continue to be generally responsible for the international aspects of industry and commerce. In particular he handles major overseas trade policies, export promotion and export credit. He is also responsible for civil air transport matters.

THE MINISTER FOR INDUSTRY – SIR JOHN EDEN

The Minister for Industry will continue to be responsible for privately owned manufacturing industries (other than aerospace, electronics and computers), the service industries (e.g., the retail and distributive trades, newspapers and books) and those nationalized industries (other than the Air Corporations, the British Airports Authority and the United Kingdom Atomic Energy Authority) that fall within the Department's sphere. He will also co-ordinate any aspects of policy that are common to all the nationalized industries for which the Department is responsible.



THE MINISTER FOR AEROSPACE – MR. FREDERICK CORFIELD

The Minister for Aerospace will be responsible for the aerospace, electronics and computer industries. He will also deal with civil aerospace policy, atomic energy, research and the work of the Systems and Automation Division.

THE PARLIAMENTARY UNDER-SECRETARY OF STATE FOR AEROSPACE – MR. DAVID PRICE

The Parliamentary Under-Secretary of State for Aerospace will assist generally the Minister for Aerospace and will have particular responsibility for research and space.

THE PARLIAMENTARY UNDER-SECRETARY OF STATE FOR TRADE – MR. ANTHONY GRANT

The Parliamentary Under-Secretary of State for Trade will assist generally the Minister for Trade. Mr. Grant will also be responsible for shipping policy and marine matters (on which he will refer direct to the Secretary of State) and for regional policy, regional advisory services to industry, investment grants and tourism (on which he will refer to the Minister for Industry).

THE PARLIAMENTARY UNDER-SECRETARY OF STATE FOR INDUSTRY – MR. NICHOLAS RIDLEY

The Parliamentary Under-Secretary of State for Industry will assist generally the Minister for Industry. As regards individual industries Mr. Ridley will take responsibility for shipbuilding and films. He will also deal with insurance and companies, consumer protection, standards, weights and measures, and the Patent Office. Mr. Ridley will also be responsible for monopolies, mergers and restrictive trade practices (on which he will refer direct to the Secretary of State).

Investment grants for new ships

ANSWERING A QUESTION in the House of Commons on April 21, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said that he was arranging to publish in *Trade and Industry* the text of a letter which the Minister for Industry, Sir John Eden, had recently addressed to the Chamber of Shipping, explaining the circumstances in which investment grants would be payable on expenditure incurred after October 26, 1970, on the provision of new ships.

The following are the texts both of a letter dated December 23, 1970, from the then President of the Chamber of Shipping to the Minister of Industry, and of the letter from the Minister, dated April 7, 1971, referred to in Mr. Ridley's answer:

From:

Sir John Nicholson, Bt., C.I.E.

Chamber of Shipping of the United Kingdom, 30-32 St. Mary Axe, London, E.C.3.

The Rt. Hon. Sir John Eden, Bt., MP, Minister for Industry, Department of Trade and Industry, 1 Victoria Street, London, S.W.1.

December 23, 1970.

Dear Minister,

You will recall our recent correspondence in which it was agreed that there should be discussion between your officials and those of the Chamber about the transitional arrangements under paragraph four of the White Paper on Investment Incentives. These discussions duly took place, and I am writing to you now about two major problems that have since been met.

May I first of all remind you of the basic attitude which the shipping industry has taken towards the Government's policies on investment incentives. Though we were sure that the withdrawal of the grant would adversely affect the scale of investment in ships, we fully recognized the importance of consistency between industries. We therefore did not dispute the Government's decision, not least because we were convinced that the intention behind the transitional arrangements was that there should be no financial detriment to companies which, in good faith, had already committed themselves to projects. But this now seems to be subject to two important exceptions.

The first concerns assigned contracts. You will be aware that the assignment of building contracts to other approved owners is a well-established practice (and not just in shipping) for two main reasons. First, a parent company is often undecided, at the time a building contract is placed, on which of its subsidiaries should in fact own and operate the ship. Second, sale to (say) a finance house with subsequent lease back is frequently a necessary means of financing new construction – and will increasingly become so because of the withdrawal of grant.

Your officials have argued, I understand, that a building contract assigned after October 26 necessarily means a new contract which, by definition, is too late to qualify for investment grant. It has been suggested that to get over this difficulty, the original contract should be completed and the ship subsequently transferred to its new owners – either the appropriate subsidiary company or the finance house. This new owner would of course have to be approved and would also have to take on the other obligations attaching to investment grant.

The difficulty is that such an arrangement, though ensuring the investment grant, would deprive the new owner of free depreciation; indeed, in the case of a transfer between parent and subsidiary, even of the new first year allowance. The consequences for the financial viability of certain important projects are likely to be serious to the point of necessitating cancellation.

This would surely defeat what we had supposed to be the Government's intention that the transitional arrangements should protect companies which in good faith had entered into commitments before October 26. At that time both investment grants and free depreciation were available and, moreover, it was possible to assign contracts to other approved British owners without any loss of investment grant. It was in good faith as to all these factors that the companies to which I have referred had signed their building contracts. The enjoyment of free depreciation is, as has been recognized, almost unique to the shipping industry and was referred to by the Government in the White Paper as a reasonable (but, we think, entirely necessary) degree of preferential treatment for shipping. I would hope, therefore, that in these quite peculiar circumstances, it could be agreed that assignment would be permitted without loss of investment grant.

The second problem is this. The transitional arrangements, we gather, will allow for investment grant only expenditure to which a company was legally committed on October 26. But, in many cases, although a shipowner was then legally committed to the construction of a ship, the contract did not cover all the items which are just as necessary for the ship's operation as those which had been specifically contracted for on October 26. The problem is well exemplified by the attached extract† from a letter received from a major shipping group. Here again, if the intention of the transitional arrangements was to avoid loss of grant on whatever a company had committed itself to on October 26, the same principle would surely extend to those other parts of the ship to which the company was just as irretrievably, though not legally, committed. I realize the importance of being able to draw a firm and clear line between what is and what is not eligible. But I would urge that it cannot be right to draw the line in such a way that a shipowner finds himself faced with heavy expenditure on which he had in good faith assumed that grant would be payable when he placed his original contract before October 26.

I know how difficult it is for particular cases to be determined in the absence of legislation; but I hope that you will be able to look urgently and sympathetically at these two general issues and that, in the light of them, the problems which are so urgently besetting particular owners can be resolved.

I am sorry to have written at such length. But the subject is as complex as it is important. I would be ready and willing to come and talk to you about it at any time, if this would be helpful.

Yours sincerely,
John Nicholson.

†*Extract from letter:*

As an example of the problems with which my company will be faced if the interpretation given by the DTI officials is followed, I would instance the two vessels which we now have building. Building agreements for these were signed on June 14, and investment grant will therefore be payable on the contract price subject of course to the transaction meeting the balance of payments criteria. Construction of the first vessel is well advanced, but the keel of the second has not yet been laid. Subsequent to our taking over the contracts for these vessels we have had to require the builders to carry out a considerable amount of extra work to fit the ships for our particular requirements and while agreement is in the process of being reached between us on the costs of these items, they were not the subject of a specific legally enforceable agreement at October 26.

These extras, together with such other items as design fees (only a proportion of which were covered by legally enforceable agreements at October 26), supervision, commissioning and financing costs, will constitute approximately 20 per cent of the final total costs of the vessels as finally delivered. We cannot contemplate with any equanimity being deprived of investment grant on 20 per cent of the final cost of these two ships, the receipt of which was fully and properly anticipated when their capital expenditure budgets were prepared.

J. H. Kirby, Esq., Chamber of Shipping of the United Kingdom, 30-32 St. Mary Axe, London, EC3A 5ET.

April 7, 1971.

Dear Mr. Kirby,

I had some discussion in February with your predecessor as President of the Chamber of Shipping on various matters connected with the arrangements covering the ending of investment grants, and I now write to let you know the outcome of my consideration of these matters.

For the reasons which I explained to Sir John Nicholson, I see great difficulty in extending the transitional arrangements so as to permit the payment of investment grant on expenditure incurred after October 26, 1970, unless the Department are satisfied that it was incurred in pursuance of a binding obligation entered into

before October 27. Clause 1 of the Investment and Building Grants Bill, which is published today, is based on this principle. This means that, subject to this legislation, grant will not be payable on ships which were on October 26 the subject not of a firm contract but simply of some expression of intent, nor on extras ordered after October 26 for ships which were themselves the subject of a contract made on or before then.

So far as 'assignments' of contracts to a finance company or a subsidiary company made after October 26 are concerned (strictly these would, I understand, be new contracts), I must make it clear that investment grant will not be payable to a company which was itself not party to a contract on October 26. In certain limited circumstances, however, for example where a shipbuilder or supplier of other assets defaults under a contract made with a shipping company before October 27, the Bill provides for grant to be payable to the shipping company if it makes a new contract in substitution of the earlier one.

Officials here have explained to the Chamber in what circumstances investment grant will be payable where a ship is sold to and chartered back from a finance company on the one hand and on the other sold to another operating company, for example one in the same group.

I have brought to the attention of the Chief Secretary to the Treasury the Chamber's concern to preserve a claim to free depreciation as well as to investment grant on ships contracted for before October 27, 1970, and subsequently sold in the circumstances described above so that he may take account of it in framing proposals for the Finance Bill. I cannot, of course, anticipate his decision.

I am sending a copy of this letter to the Chief Secretary.

Yours sincerely,

John Eden.

Anglo-Polish long term economic and trade agreement

A LONG TERM ECONOMIC and Trade Agreement between the United Kingdom and Poland was signed in London on April 21 by Mr. Michael Noble, Minister for Trade and Mr. Anthony Royle, Parliamentary Under-Secretary of State for Foreign and Commonwealth Affairs on behalf of the British Government and by Mr. Kazimierz Olszewski, Polish Minister of Foreign Trade on behalf of the Government of the Polish People's Republic. Mr. Olszewski is spending a few days in London as the guest of the British Government.

The purpose of the Trade Agreement, the first to be concluded with Poland for many years, is to provide a stable framework within which trade and economic co-operation between the United Kingdom and Poland can develop with maximum freedom.

The Agreement re-states certain general principles which govern the conduct of trade between the two countries. It records that the principles and provisions of the GATT (of which both countries are members), and of the Polish Protocol of Accession to the GATT, will be applied in the mutual trade relations of the two countries and in particular that most favoured nation treatment in respect of customs and other charges will be accorded by each country to goods imported from the other. The Agreement also reaffirms the interests of both parties in the development of all forms of co-operation in the fields of industry, technology and applied science. In particular it provides that certain concessions will be granted in respect of imports which are the products of co-operation projects which have been recognized by both Governments as falling within the provisions of the Agreement.

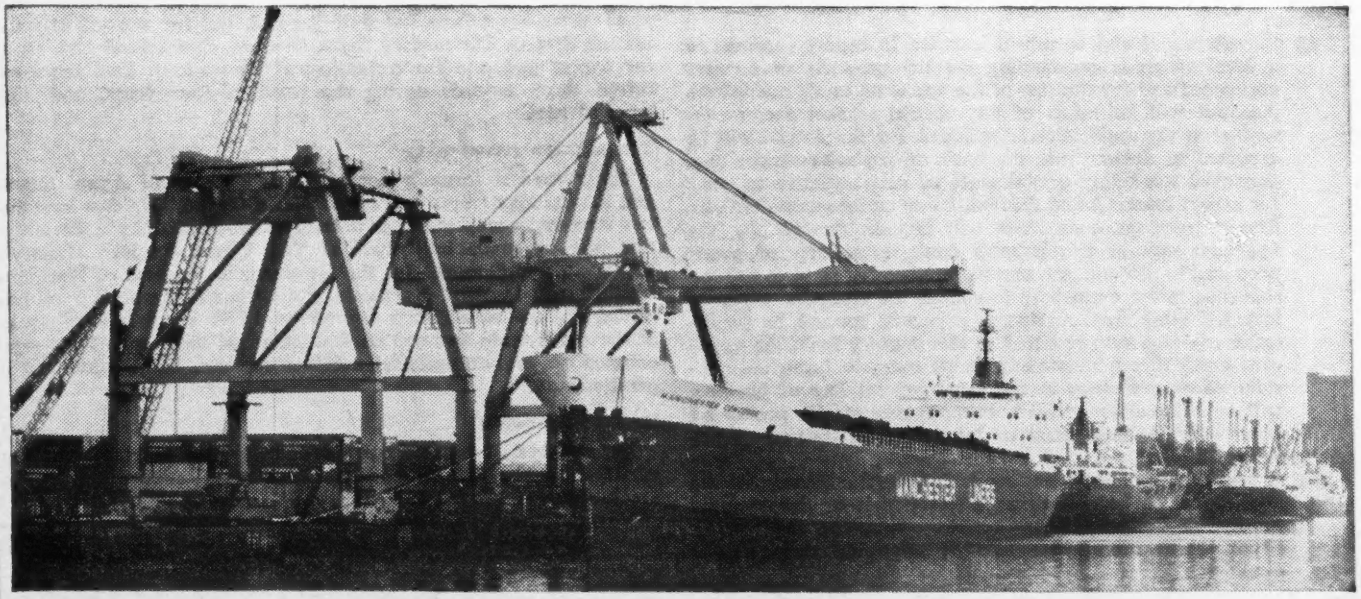
The Agreement contains short Articles about credit and payments in convertible currency; and also about non-discrimination in shipping.

The Agreement establishes a United Kingdom/Polish Joint Commission for trade and technology, the functions of which will include the supervision and promotion of the development of co-operation in the fields of trade and technology; the carrying out of the annual discussions between the two Governments about import facilities and the discussion of any other questions arising out of the Economic and Trade Agreement which may be proposed by either side.

The Agreement will run from the time of signature until December 31, 1974 and there is provision for extension thereafter by mutual agreement between the two Governments.

The Agreement will be accompanied by an exchange of letters formally recording the British Governments intention of eliminating by the end of 1974 discriminatory quantitative restrictions on imports from the territory of the Polish People's Republic. There is also a Declaration by the British side that exceptionally and despite the objective set out in the exchange of letters certain quantitative restrictions on imports from Poland may nevertheless still have to be maintained for important particular reasons after the end of 1974. The Declaration indicates that the British Government will be prepared to discuss such remaining restrictions in the United Kingdom/Polish Joint Commission.

The Agreement and accompanying documents will be published in due course as a White Paper.



A second container crane is being built on the Manchester docks. This additional transporter crane has become necessary to cope with the fast increasing traffic on the Manchester – Montreal cellular service and the recently opened Mediterranean run. The new crane will also handle the heavier 40 ft. containers which are entering the Canadian trade in increasing numbers.

The Queen's Award to Industry 1971

THE LIST of recipients of The Queen's Award to Industry in 1971 was published formally in a Special Supplement to the *London Gazette* on Wednesday, April 21 (Her Majesty The Queen's actual birthday). There are 110 Awards this year, comprising 93 for export achievement, 13 for technological innovation, and four for outstanding achievement under both criteria. The recipients represent a very wide spread of industrial activity and size of company. Scotland, Wales, Northern Ireland and all regions of England are represented.

The industrial units cited (sometimes the whole of a firm, sometimes one or more divisions of a firm) are those named in the first column of the List, plus in two cases – where the achievement was made jointly the associated unit named in the third column. The principal address of the unit cited is given in the second column. The third column gives the grounds for the Award. In the case of Awards for technological innovation the nature of the innovation is given also; in the case of Awards for export achievement, a note of the principal products or services exported is provided in the fourth column.

Changed criteria

The List gives effect this year for the first time to the changes made (by Royal Warrant) in the Scheme for the Award in accordance with the recommendations of the Review Committee under the chairmanship of Lord McFadzean, which were accepted by the Government in May 1970. The most noticeable change is the extension of the scope of the Award for export achievement to include exporters of services ('invisible exports') and merchants; but there have been other changes also. The criteria for the Award are those provided in paragraph 35 of the McFadzean Report, as follows:

(i) 'A substantial and sustained increase in export earnings to a level which is outstanding for the products or services concerned and for the size of the applicant unit's operations. Account will be taken of any special market factors described in the application. Applicants for the Award will be expected to demonstrate the basis of the achievement (e.g. improved marketing organization or new initiative to cater for export markets) and this will be taken into consideration. Export earnings considered will include receipts by the applicant unit in this country from its exports of goods produced in this country, and its provision of services to non-residents, after deduction therefrom of overseas expenses incurred other than marketing expenses. Income by profits (after overseas tax) remitted to this country from the applicant unit's direct investments in its overseas branches, subsidiaries or associates in the same general line of business will be taken into account, but not receipts by profits on other overseas investment or by interest on overseas loans or credit.

(ii) A significant advance, leading to increased efficiency, in the application of technology to a production or development process in British industry or the production for sale of goods which incorporate new or advanced technological qualities.'

The 'industrial unit'

The Queen's Award to Industry differs of course from personal Honours, in that it is given to the industrial unit as a whole – management (and shareholders) and employees working as a team. The McFadzean Committee suggested that it is akin to the 'battle honour' given to a military unit. Units holding the Award are entitled to fly the Flag of the Award and to display the Emblem on their notepaper, on the packagings of goods produced by them in this country, and on the goods themselves. They may also if they wish provide lapel badges to be worn by employees, and this use has now been extended to cover brooches, cuff links and neck ties bearing the Emblem, under similar conditions. All of these uses of the Flag and Emblem are very closely controlled however by regulations set out in a Manual supplied to Award holding units.

Expired awards and subsequent awards

The Award is held for a period of five years – thus the first year's Awards, made on April 21, 1966, expired on April 20, 1971. (However units may continue to display the Emblem of previous Awards during the life of any Awards gained subsequently.) Holders of an Award can apply for consideration in the usual way in subsequent years and receive further Awards in respect of new outstanding achievement beyond that which was recognized by the previous Awards. This year 25 Awards for export achievement, and four Awards for technological innovation, are made to units holding current Awards granted to them in previous years in these respective fields of achievement. Additionally 14 units are honoured in 1971 for export achievement, and two units are honoured for technological innovation, who were last so recognized in 1966. No unit has received an Award in all of the six years since the Award was introduced (though different divisions of ICI Ltd., and different members of the GEC Group have done so). Two units honoured this year have received Awards in each of the previous four years also: these are Glaxo Laboratories Ltd. (all for export) and the Missile System Division of Short Brothers & Harland Ltd. (four for export and one for technological innovation). Two more received three Awards during the previous four years, and nine received two.

Presentation ceremonies

The Award is formally conferred by a Grant of Appointment, and is symbolized by a representation of the Emblem cast in stainless steel and encapsulated in a transparent plastic block. Presentation will be made on behalf of The Queen by Her Majesty's Lieutenants of Counties (or the Governor in the case of Northern Ireland) over the next few weeks. Experience in previous years has shown that the presentation ceremonies, which are held locally (e.g. at the unit's main factory) so that many of those who have contributed to the outstanding achievement can be present, are a great success.

Background notes:

The number of Awards has varied from year to year, reflecting variation in the number and quality of applications. The figures are as follows:

Year	Exports only	Technology only	Both counts	Total awards
1966	86	11	18	115
1967	48	28	9	85
1968	60	17	8	85
1969	69	24	6	99
1970	74	25	5	104
1971	93	13	4	110

Rather fewer Awards are made for technological innovation this year, compared with previous years. The increase in the number of Awards for export achievement is due chiefly to the McFadzean changes in the scope of the Award and the criteria, especially the extension of eligibility to invisible exporters and to merchants.

The number of applications received this year is given below with corresponding figures for previous years:

Year	Exports	Technology	Total
1966	734	274	1,008
1967	1,185	436	1,621
1968	839	361	1,200
1969	811	304	1,115
1970	1,042	332	1,374
1971	1,102	348	1,450

The Queen's Award to Industry was instituted by Royal Warrant in 1965, in accordance with the recommendations of a Committee chaired by The Duke of Edinburgh. The arrangements were reviewed in 1970 in the light of five years' experience of the Scheme by a Committee chaired by Lord McFadzean, and, as explained, certain changes have since been made by an amending Royal Warrant. The Reports of both Committees are available from HMSO. The McFadzean Report considered all aspects of the Award, including purposes and scope, eligibility, the criteria and standards by which achievement should be assessed, and the procedures for selection and promulgation. Its 24 recommendations were accepted by the Government in full.

The Awards are made by The Queen on the advice of the Prime Minister, who is assisted by an Advisory Committee which includes representation of industry and commerce (including the trades unions). The members of the Advisory Committee in 1971 were:

Sir William Armstrong – chairman, Head of the Home Civil Service

Sir Peter Allen – chairman, British National Export Council

Lord Black

Mr. W. Ernest Haynes – representing the Trades Union Congress

Sir Cyril Kleinwort – chairman, Committee on Invisible Exports

Sir Eric Mensforth – chairman of the Council of Engineering Institutions

Lord Nelson of Stafford

Sir Antony Part – Permanent Secretary, Department of Trade and Industry

Mr. John Partridge – president, Confederation of British Industry.

The Advisory Committee is served by two subordinate committees of civil servants (including specialists): one examines applications based on export achievement, the other applications based on technological innovation.

THE QUEEN'S AWARD TO INDUSTRY, 1971

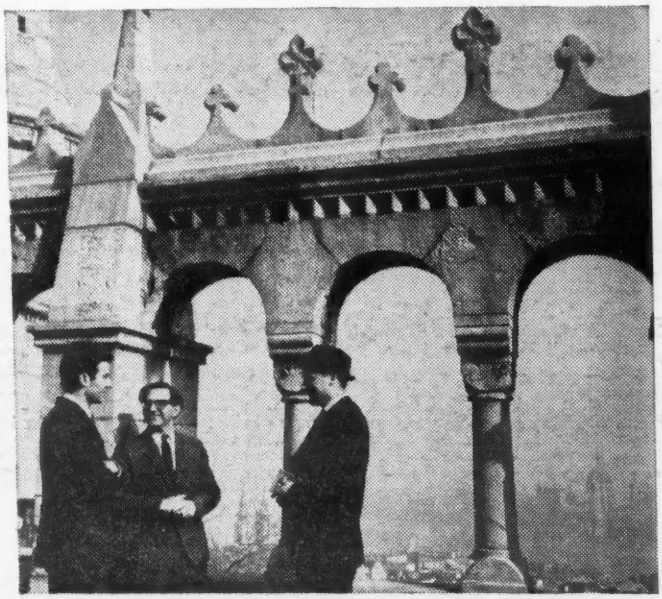
Her Majesty the Queen has been graciously pleased to confer Her Award in 1971 upon the following industrial units in recognition of their outstanding achievements in exporting goods or services or in technological innovation, or in both:

			Nature of goods or services exported
AEI Scientific Apparatus Ltd.	Harlow, Essex	for technological innovation in a one million-volt electron microscope	
Airfix Products Ltd.	London, S.W.18	for export achievement	Construction kits, toys and games
The Gearing Division of W. H. Allen Sons & Co. Ltd.	Pershore, Worcestershire	for technological innovation in high power epicyclic gears	
Anderton Springs Ltd.	Bingley, Yorkshire	for export achievement	Circlips and retaining rings
Aquascutum and Associated Companies Ltd.	London, W.1	for export achievement	Men's and women's clothing
Ashmore, Benson, Pease & Co. Ltd.	Stockton-on-Tees, Co. Durham	for export achievement	Process plant contractors. (Design and supply of complete iron and steel making and minerals processing plants)
Associated Television Corporation Ltd.	London, W.1	for export achievement	Films, film series and videotape material for cinema and television
BP Chemicals International Ltd.	London, E.C.2	for technological innovation in the production of chloroprene for synthetic rubbers	
B.T.I. Chemicals Ltd.	Bradford, Yorkshire	for export achievement	Industrial chemicals
The Belting Division and the Hose Division of BTR Leyland Industries Ltd.	Preston, Lancashire	for export achievement	Conveyor belting and reinforced rubber hose
Barclays Bank Ltd.	London, E.C.3	for export achievement	Banking
The Pharmaceutical Division of Beecham Group Ltd.	Brentford, Middlesex	for export achievement	Human and veterinary prescription medicines
Berry Bros. & Rudd Ltd.	London, S.W.1	for export achievement	Scotch whisky
Bexford Ltd.	Brantham, Suffolk	for export achievement	Photographic film base and film for printing and packaging
Bonsoir Ltd.	London, N.16	for export achievement	Pyjamas and men's shirts
Boosey & Hawkes Ltd.	Edgware, Middlesex	for export achievement	Musical instruments
The Transmission Division of Borg-Warner Ltd.	Letchworth, Hertfordshire	for export achievement	Automatic transmissions and torque convertors

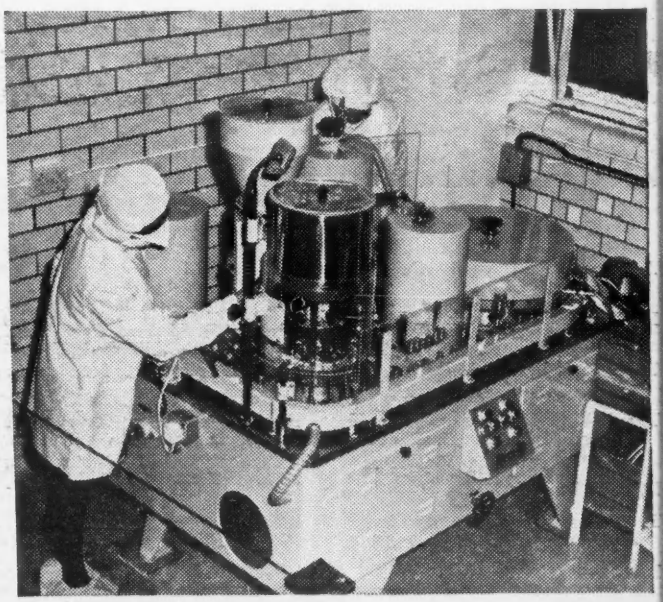
(*Continued on next page*)

THE QUEEN'S AWARDS, *continued*

			Nature of goods or services exported
Brentford Electric Ltd.	Crawley, Sussex	for technological innovation in the beam transfer magnet power supply system for the intersecting storage ring project at the laboratory of CERN (Organization for European Nuclear Research)	
British Communications Corporation Ltd.	Wembley, Middlesex	for export achievement	Radio communications equipment and systems
British Overseas Airways Corporation	Hounslow, Middlesex	for export achievement	Air transport
British Overseas Engineering & Credit Co. Ltd.	London, E.C.4	for export achievement	Merchants (engineering products)
The British United Shoe Machinery Co. Ltd.	Leicester	for export achievement	Shoemaking machinery, materials and components
David Brown Tractors Ltd.	Huddersfield, Yorkshire	for export achievement	Agricultural machinery and tractors
John Brown Engineering (Clydebank) Ltd.	Clydebank, Dunbartonshire	for export achievement	Industrial gas turbines
Bull Motors Ltd.	Ipswich, Suffolk	for export achievement	Electric motors
Burberrys Ltd.	London, S.W.1	for export achievement	Rainwear and overcoats
James Burrough Ltd.	London, S.E.11	for export achievement	Gin
Camber International (England) Ltd.	Leicester	for export achievement	Circular knitting machinery
The Cannon Rubber Manufacturers Ltd.	London, N.17	for export achievement	Moulded rubber and plastic goods
Joseph Cheaney & Sons Ltd.	Desborough, Northamptonshire	for export achievement	Men's shoes
Cincinnati Co. Ltd.	East Kilbride, Lanarkshire	for export achievement	Guillotine shears and press brakes
H. Clarkson and Co. Ltd.	London, E.C.2	for export achievement	Shipping and shipbroking
The Colchester Lathe Co. Ltd.	Colchester, Essex	for export achievement	Centre lathes
Coles Cranes Ltd.	Pinner, Middlesex	for export achievement	Mobile cranes
Coseley Buildings Ltd.	Lanesfield, Staffordshire	for export achievement	Pre-engineered buildings



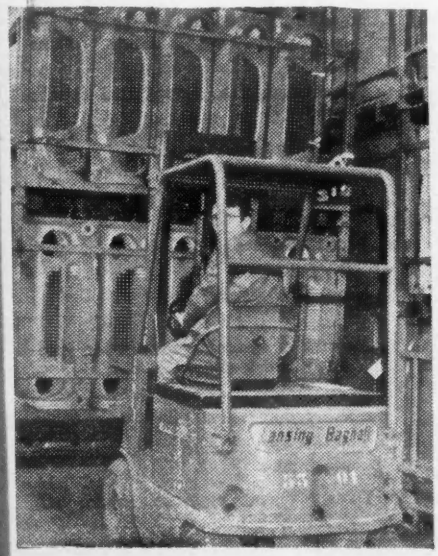
Mr. T. Denniff and Mr. A. McInnes, the sales managers for Proprietary Perfumes Ltd., responsible for Eastern Europe, discussing sales of perfumery compounds and specialities with Mr. A. Hernadi of Magyar Hirdeto in Budapest earlier this year. PPL export from the headquarters at Ashford, Kent, three-quarters of its production for use in products such as soaps, detergents, toiletries and alcoholic perfumes all over the world. The company won the Queen's Award in 1966 as well as this year. Their sales team in 1970 travelled a distance equivalent to 44 times round the world.



In controlled and sterile surroundings resembling a surgical theatre at Fisons Pharmaceutical Divisions Loughborough production unit, 'Intal' power is encapsulated in one of a battery of automatic machines. The Queen's Award to Industry was conferred this year upon the Pharmaceutical Division in recognition of achievement in technological innovation. The citation referred to the development and production of 'Intal', the drug disodium cromoglycate, a safe and effective prophylactic for the prevention and management of bronchial asthma.

			Nature of goods or services exported
Costain Civil Engineering Ltd.	London, S.E.1	for export achievement	Civil engineering contractors
Coulter Electronics Ltd.	Dunstable, Bedfordshire	for export achievement	Electronic bio-medical and particle sizing equipment
The Courtelle Division of Courtaulds Ltd.	Bradford, Yorkshire	for export achievement	Acrylic fibre (staple, tow, tops and spun yarns)
John Crossley & Sons Ltd.	Halifax, Yorkshire	for export achievement	Carpets
Cummins Ltd.	Darlington, Co. Durham	for export achievement	High speed Vee diesel engines
Dale Electric of Great Britain Ltd.	Filey, Yorkshire	for export achievement	Electric generating plant
Decca Radar Ltd.	London, S.E.1	for technological innovation in solid state marine radar and in radar velocity sensors for helicopter and fixed wing aircraft	
Decca Survey Ltd.	London, S.E.1	for technological innovation in the radio position fixing system 'Hi-Fix'	
Thomas De La Rue & Co. Ltd.	Basingstoke, Hampshire	for export achievement	Security printers
Dexion-Comino International Ltd.	Wembley, Middlesex	for export achievement	Storage and materials handling products
Dodwell and Co. Ltd.	London, E.C.2	for export achievement	General merchants
The Construction Equipment Division in the United Kingdom of Eaton Yale and Towne Inc.	Telford, Shropshire	for export achievement	Tractor shovels
Elliott Flight Automation Ltd.	Rochester, Kent	for export achievement	Avionic systems for aircraft
English Clays Lovering Pochin & Co. Ltd.	St. Austell, Cornwall	for technological innovation in micro-mineral separation techniques	
Exquisite Knitwear Ltd.	London, S.W.6	for export achievement	Jersey fabrics
The Financial Times Ltd.	London, E.C.4	for export achievement	Publishing
Firth Cleveland Fastenings Ltd.	Pontypridd, Glamorganshire	for export achievement	Industrial fastenings
The Pharmaceutical Division of Fisons Ltd.	Loughborough, Leicestershire	for technological innovation in the development and production of the drug 'Intal' used in the treatment of asthma	
Foster Wheeler Ltd.	London, N.W.1	for export achievement	Process plant contractors. (Design and supply of complete petroleum refining and chemical plants)

(*Continued on next page*)



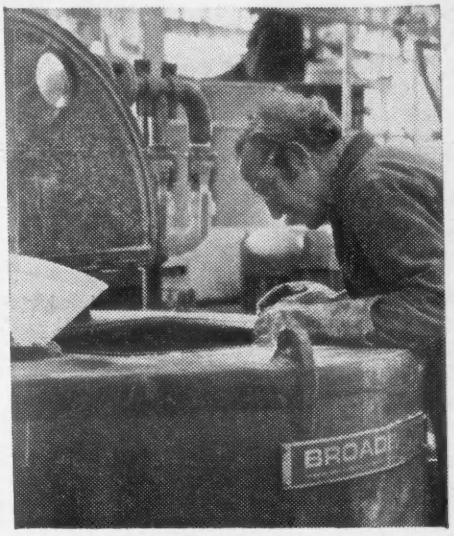
A 1361 kg capacity FOER 5 Lansing Bagnall fork lift truck working in the spares division of Regie Renault, 30 miles east of Paris. The Award for Export Achievement was won by Lansing Bagnall for the third successive year. They were the first industrial truck manufacturer to receive the Award in 1969.

Mr. Cyril Williams, managing director of Firth Cleveland Fastenings Ltd., proudly displays the Queen's Award 1971 flag which his company has gained this year for export achievement. Mr. Williams was also receiving a £500 prize from Mr. Charles W. Hayward (right), chairman of the Firth Cleveland Group, as first runner up in the Group's Export Award Scheme. The winning company this year is Firth Cleveland Steel Strip, who export very successfully to the United States and other countries in the face of stiff competition.

THE QUEEN'S AWARDS, *continued*

An officer with the Decca solid-state radar which is the subject of a Queen's Award to Industry for technological innovation. The ship is the German 'Cap San Lorenzo'.

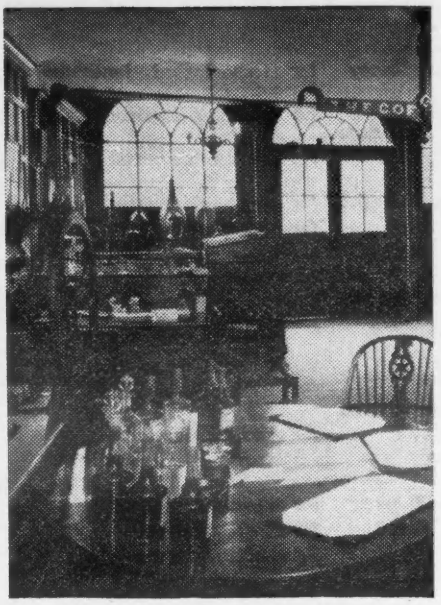
Typical of the leading styles that helped win the Queen's Award to Industry for Bonsoir Ltd., is this cotton voile pyjama, designed by Royal couturier Hardy Amies.



Manufacture of Trimethoprim at Burroughs Wellcome, Dartford. The Wellcome Foundation has been awarded the Queen's Award for technological innovation.

			Nature of goods or services exported
GEC-English Electric Gas Turbines Ltd.	Whetstone, Leicestershire	for export achievement	Gas turbines
Sir Alexander Gibb and Partners	London, S.W.1	for export achievement	Consulting engineers
Stanley Gibbons Ltd.	London, W.C.2	for export achievement	Dealers in stamps and philatelic supplies
Gillette Industries Ltd.	Isleworth, Middlesex	for export achievement	Razors, blades and toiletries
The Glacier Metal Co. Ltd.	Wembley, Middlesex	for export achievement	Bearings, filters and plant and machinery for bearings manufacture
Glaxo Laboratories Ltd.	Greenford, Middlesex	for export achievement	Pharmaceuticals, infant and invalid foods
The London Hotels Division of Grand Metropolitan Hotels Ltd.	London, W.1	for export achievement	Hoteliers
The Harrold Leather Manufacturing Co. Ltd.	Harrold, Bedfordshire	for export achievement	Leather
John Harvey & Sons Ltd.	Bristol, Gloucestershire	for export achievement	Fortified wines
Hield Brothers Ltd.	Bradford, Yorkshire	for export achievement	Worsted cloth and yarn
Honeywell Ltd.	Brentford, Middlesex	for export achievement	Computer systems, automation products and systems
Hoover Ltd.	Greenford, Middlesex	for export achievement	Vacuum cleaners, washing machines, other domestic appliances
Howard Rotavator Co. Ltd.	West Horndon, Essex	for export achievement	Agricultural and horticultural machinery
The Dyestuffs Division and the Agricultural Division of Imperial Chemical Industries Ltd.	Manchester, Lancashire (Dyestuffs Division) Billingham, Co. Durham (Agricultural Division)	for export achievement by the Dyestuffs Division and for technological innovation in the production of methanol by the Agricultural Division	Dyestuffs and pigments, nylon salt and polymer
International Computers Ltd.	London, S.W.15	for export achievement and for technological innovation in a computer integrated design and production system for the ICL 1906A computer	Computer systems
International Sports Co. Ltd.	London, S.W.1	for export achievement	Sports equipment

Mr. Keith Showering (left), managing director of Harveys of Bristol, with Mr. Chris Carriuolo, Harvey's North American agent. The giant bottle is an inflatable point of sale display piece. Harvey's sherries are now sold in 120 countries.



Berry Bros. and Russ Ltd., who market Cutty Sark Scotch whisky throughout the world, have won a Queen's Award for export achievement. The company still operates from the same London address it had in the 18th century.

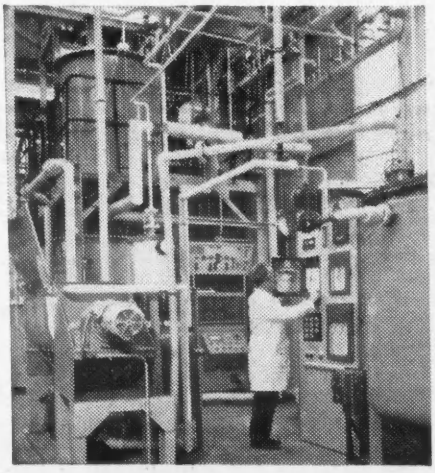
A new Airfix game for four people. Airfix, manufacturers of construction kits, toys and games, export world wide about 35 per cent of total production. They receive the Queen's Award this year for export achievement.

			Nature of goods or services exported
The Process Plant Division of James A. Jobling & Co. Ltd.	Stoke-on-Trent, Staffordshire	for export achievement	Plant for chemical and food processing industries in heat and corrosion resistant glass
Kent Meters Ltd.	Luton, Bedfordshire	for export achievement	Water meters, oil and petrol meters
Lancer Boss Group Ltd.	Leighton Buzzard, Bedfordshire	for export achievement	Fork-lift trucks, side loaders and container handling equipment
Lansing Bagnall Ltd.	Basingstoke, Hampshire	for export achievement	Electric lift trucks and industrial tractors
Lewis & Peat Ltd.	London, E.C.3	for export achievement	Commodity brokers, merchants confirming house
Linotype-Paul Ltd.	London, N.W.9	for technological innovation in a phototype-setting system	
The Fur Fabric Division of Lister & Co. Ltd.	Bradford, Yorkshire	for export achievement	Pile fabrics
Lloyds Register of Shipping	London, E.C.3	for export achievement	Technical inspection of ships and industrial plant
The Lygon Arms Ltd.	Broadway, Worcestershire	for export achievement	Hoteliers
Manchester Liners Ltd.	Manchester Lancashire	for export achievement	Shipping
Manesty Machines Ltd.	Liverpool, Lancashire	for export achievement	Tableting machines
Marconi Instruments Ltd.	St. Albans, Hertfordshire	for technological innovation in radio-frequency power meters	
Metals Research Ltd.	Royston, Hertfordshire	for technological innnovation in a crystal pulling system, in the production of gallium phosphide single crystals and in an Image Analyzing Computer	
The Performing Right Society Ltd.	London, W.1	for export achievement	Negotiation and collection of music royalties
Perkin-Elmer Ltd.	Beaconsfield, Buckinghamshire	for export achievement	Scientific instruments
Petbow Ltd.	Sandwich, Kent	for export achievement	Generating sets, rotating machinery and welding equipment
Edgar Pickering (Blackburn) Ltd.	Blackburn, Lancashire	for export achievement	Tufting machinery for the carpet industry

(*Continued on next page*)

THE QUEEN'S AWARDS, *continued*

			Nature of goods or services exported
Plastic Coatings Ltd.	Guildford, Surrey	for technological innovation in automatic plastic dip moulding machinery	
Pringle of Scotland Ltd.	Hawick, Roxburghshire	for export achievement	Knitted outerwear
Proprietary Perfumes Ltd.	Ashford, Kent	for export achievement	Perfume compounds dental flavours and other perfumery ingredients
Racal-Mobilical Ltd.	Reading, Berkshire	for export achievement	Portable radio transmitters/receivers
Raleigh Industries Ltd.	Nottingham	for export achievement	Bicycles and toys
Rank Xerox Ltd.	London, N.W.1	for export achievement	Xerographic equipment
Reid & Taylor Ltd.	Langholm, Dumfriesshire	for export achievement	Woollen piece-goods
Rose, Downs and Thompson Ltd.	Hull, Yorkshire	for export achievement	Plant for extraction and refining of oils and fats
Shilton Ltd.	London, S.W.6	for export achievement	Handbags and belts
The Missile Systems Division of Short Brothers & Harland Ltd.	Belfast, Northern Ireland	for export achievement	Guided weapon systems
Strand Hotels Ltd.	London, W.1	for export achievement	Hoteliers
Swizzels Ltd.	Stockport, Cheshire	for export achievement	Sugar confectionery
Thermos Ltd.	Brentwood, Essex	for export achievement	Vacuum flasks
Thorn Lighting Ltd.	London, W.C.2	for export achievement	Lighting equipment
The United Kingdom Branches of Timex Corporation	Dundee	for export achievement	Watches, watch parts and cameras
Tozer Kemsley & Millbourn (Holdings) Ltd.	London, E.C.3	for export achievement by that company and by Tozer Kemsley & Millbourn Ltd., London, E.C.3	International finance and confirming house
Geo. Tucker Eyelet Co. Ltd.	Birmingham, Warwickshire	for export achievement	Industrial fastenings
Turner Brothers Asbestos Co. Ltd.	Rochdale, Lancashire	for export achievement and for technological innovation in asbestos textile technology	Asbestos textiles, packing, belting, plastics and glass fibre materials
United Transport Overseas Ltd.	London, W.1	for export achievement by that company and by United Transport Overseas Services Ltd., London, W.1.	Operators of road transport, air charter and tourism companies overseas
Wedgwood Ltd.	Stoke-on-Trent, Staffordshire	for export achievement	Ceramic tableware and ornamental wares
The Wellcome Foundation Ltd.	London, N.W.1	for export achievement and for technological innovation in the development and production of the drug 'Septrin'	Pharmaceutical and biological products and fine chemicals
Westwind Turbines Ltd.	Poole, Dorset	for technological innovation in precision machine tool spindles incorporating air bearings	
Wiggins Teape Ltd.	London, E.C.4	for export achievement	Commercial and speciality papers and converted paper products



Part of the 'Fortex' chemical treatment plant at Turner Bros. Asbestos Co. Ltd. The company gained the Queen's Award to Industry for 1971 for their overall export achievement and technological innovation in asbestos textile technology.

This mobile showroom, pictured on a 3,000 kilometre tour of Finland typifies the Rank Xerox drive for overseas sales. Rank Xerox has won the Queen's Award to Industry for the second time. As on the first occasion in 1966, the Award was made for export achievement. Since the company's first Award, the value of its annual exports has risen from £15.7 million to £38.7 million. In recent years the company has mounted a concerted export drive in East Europe, one result of which was a £2 million order from Russia last month.

Vehicle and General Insurance Company

THE FOLLOWING statement was made by the Secretary of State for Trade and Industry, Mr. John Davies, in the House of Commons on April 22:

'I think that it would be for the convenience of the House, in view of the publicity given to it, if I were to make a short statement about the question of unauthorized possession of confidential information concerning the Vehicle and General Insurance Company.

'At a meeting between the directors of the Vehicle and General Insurance Co. Ltd. and my Department on November 18 last year, the former revealed knowledge acquired through a source outside the Department of internal exchanges between officials of the Department about the affairs of the group. A Departmental investigation was put in train at once. This investigation was inconclusive, and the matter was referred to the Director of Public Prosecutions early in January. With the approval of my right hon. and learned Friend the Attorney-General, the Director decided that a further investigation should be carried out by the Metropolitan Police with a view to a possible prosecution. The papers are now with the Treasury prosecuting counsel.'

Rolls-Royce Ltd.—appointment of inspectors

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Mr. Robert Alexander MacCrindle, QC, of 4 Essex Court, Temple, London, E.C.4, and Mr. Peter Godfrey, chartered accountant of Messrs Whinney, Murray and Co., 67 Chiswell Street, London, E.C.1, as inspectors under Section 165(a) (i) of the Companies Act 1948 to investigate the affairs of Rolls-Royce Ltd.

The appointments follow a request from the company made after a special resolution passed at an Extraordinary General Meeting held on April 19.

Technological collaboration between UK and Finland

THE FIRST MEETING of the Joint Commission for promoting technological co-operation between the United Kingdom and Finland ended in Helsinki on Wednesday, April 21. The meeting, provided for in the Memorandum of Understanding signed between the two Governments in December last year, opened in the Finnish capital on Monday.

The main task of the Joint Commission is to promote further industrial co-operation and exchange of scientific and technological information and know-how in the fields of interest to the industrial enterprises and research institutions of both countries. In its first meeting, the Commission considered a number of areas in which collaboration could be of benefit to both sides, and set up procedures to maintain effective contact between the two parties in periods between regular sessions of the Commission.

The next meeting of the Joint Commission will be held in London, at a time to be agreed between the two parties. The British team at the talks was as follows: Official Members: Mr. P. S. Preston (Leader), Under Secretary, Commercial Relations and Export Division, DTI; Mr. A. H. K. Slater, Assistant Secretary, DTI; Dr. R. Roberts, International Technological Collaboration Unit, DTI, Culham Laboratory. Industrial Members: Brigadier Chichester-Cook, London Chamber of Commerce (Finnish Section); Mr. M. Dowding, Director, Davy Ashmore Ltd.; Miss Sonia Elkin, Confederation of British Industries. Observers: Mr. R. Fox, Commercial Counsellor, British Embassy, Helsinki; Dr. M. H. Proctor, Counsellor (Scientific), British Embassy, Stockholm (with special responsibility for the Nordic countries); and Mr. G. T. Burgess, First Secretary (Commercial) British Embassy, Helsinki.

The Finnish team comprised: Mr. Pekka Rekola (Leader), Director-General, Ministry of Commerce and Industry; Mr. Heikki Kalha, Assistant Head of Department, Ministry for Foreign Affairs; Mr. AArne Castren, Director, Central Association of Finnish Woodworking Industries; Mr. Matti Nuutila, Director, Oy Nokia Ab (Representative of the Association of Finnish Metal and Engineering Industries); Dr. Jori Larinkari, Managing Director, Federation of Finnish Chemical Industry; Mr. Seppo Nevalainen, State Institute for Technical Research; and Observer: Dr. Pekka Linko, Ministry of Commerce and Industry.

Sultan of Jogjakarta on UK visit

HIS ROYAL HIGHNESS Hamengku Buwono IX, Sultan of Jogjakarta, is to be the guest of HM Government from May 3-6. The Sultan is the Minister of State responsible for co-ordinating economic, financial and industrial affairs and is visiting the United Kingdom at the invitation of Mr. John Davies, Secretary of State for Trade and Industry.

The Sultan will be accompanied by a number of officials and businessmen and a programme of visits has been arranged by the Department of Trade and Industry. Calls will be made on the Prime Minister and the Secretary of State for Trade and Industry. The Sultan will also meet the Foreign and Commonwealth Secretary and the Minister for Overseas Development. The Government is to give a reception on May 5 at Admiralty House and discussions will take place with a number of institutions including the Confederation of British Industry and the British National Export Council. The Sultan is also paying official visits to Holland, Belgium and Italy.

Consideration of mergers by the DTI

THE DEPARTMENT of Trade and Industry are considering applications formation at present before them it is not their intention to refer to the Monopolies Commission (under the provisions of the Monopolies and Mergers Act, 1965) the proposed merger between Thorn Electrical Industries Ltd. and Parkinson Cowan Ltd.

Application for import duty drawback on acetone cyanohydrin

THE DEPARTMENT of Trade and Industry is considering an application to permit the drawback of import duty on acetone cyanohydrin containing not more than 0.10 per cent by weight of free hydrogen cyanide when incorporated in exported Decyl-Octyl Methacrylate.

Any interested party wishing to support or oppose this application should do so in writing to the Department of Trade and Industry, Tariff Division (D), 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than May 14, 1971.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 12.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	Drostanolone tetrahydropyran-2-yl ether	Dromostanolone tetrahydropyranyl-ether	December 31, 1971	13580
	Oxandrolone	17β - Hydroxy - 17α methyl - 2 - oxa - 5α - androstan-3-one	December 31, 1971	13589
29.44	14 - Hydroxydaunorubicin hydrochloride	Adriamycin	December 31, 1971	13584

Two 1971 milestones in Anglo-Soviet trade

– Mr. Michael Noble

THIS YEAR, 1971, is already recognised as a year of two milestones in the history of Anglo-Soviet trade, the Minister for Trade, Mr. Michael Noble, told a Contact Circle luncheon given by the Russo-British Chamber of Commerce on April 22.

'At the beginning of the year, we were very pleased to welcome to this country Academician Kirillin for the first meeting of the Anglo-Soviet Joint Commission on Trade and Technology. We all hope that this new body will prove to be a fruitful instrument in the development of our mutual interests in technological co-operation and in the enlargement of trade between the United Kingdom and the USSR.

'Then in March, we had the pleasure of welcoming Mr. Borisov, Chairman of the All-Union Chamber of Commerce in the USSR, for the marking of the 50th anniversary of the signing of the first Anglo-Soviet Trade Agreement in 1921. I know of Mr. Borisov's visit to you during his stay and of the warm welcome you gave him.

'Of course, we should not dwell too long on the past; but it is worth standing back and taking note of vast developments in international trade in the past 50 years. Anglo-Soviet trade indeed has grown more than fifty-fold in this period – from a very modest £6 million in 1921 to over £300 million last year. Today our businessmen have a great record of success in world markets. In 1970 British exports amounted to £22 million for every day of the year. This is proof of their competitiveness and our businessmen stand ready to develop trade wherever they are offered good opportunities for trade on reasonable commercial terms. Provided that these conditions obtain then we can look forward with confidence to the future development of Anglo-Soviet trade from the new peak reached in 1970 at £322 million. This is entirely consistent with the Government's desire to see a continued growth in Anglo-Soviet trade. Against this background we must view with some misgivings the figures for the last few years. The growth of Anglo-Soviet trade of £63 million since 1968 has been due virtually entirely to an increased trade flow in one direction only – that is, to a sharp rise in the level of British imports.

'Let me make it clear that I am not suggesting that the relatively high level of our imports is in itself an unwelcome factor. Certainly not – for in our free market economy imports from the USSR compete with imports from other supplying countries; and if United Kingdom businessmen, operating as they do – and this I stress – on commercial criteria, see fit to buy from the USSR, there is every reason to expect Soviet exports to the United Kingdom to thrive. Indeed, action taken by successive United Kingdom Governments over recent years has made access to the United Kingdom market materially easier for USSR exports and this is part of a continuing policy. As I think many of you will already know, over 99 per cent by value of Soviet exports enter the United Kingdom free from quantitative limitation.

'It is the trade flow in the other direction – our exports – which gives us less course for satisfaction. United Kingdom exporters, as I mentioned earlier, are eager to trade where there are good opportunities for securing business on reasonable commercial terms, and it follows that they are more than ready to sell to the USSR if these conditions obtain there. But do they? We look at our performance in exports to the USSR in 1969 and 1970 and clearly progress has not been made: the figures for the first three months of this year are even more depressing yet there is clear evidence that United Kingdom exports were competitive in world markets: and at the same time, the exports of other Western countries to the USSR were increasing at a far higher rate than those from the United Kingdom. It is not the imbalance that worries us but the failure of our exports to expand makes us wonder if our businessmen are getting their fair share of opportunities for business. As a nation of businessmen, we are accustomed to working on commercial criteria. This is the basis on which we purchase from our trading partners and this is the basis on which we expect to sell to them. Anything which casts doubt on the application of commercial criteria to trade decisions strikes at that mutual trust which is essential to the development of trade.

'I think we can all agree that it would be a tremendous pity if in this 50th Anniversary Year, a year which also saw the setting up of the Anglo-Soviet Joint Commission, we could not also see that mutual trust reinforced and encouraged. And that could best be done by affording British businessmen the trading opportunities they are entitled to expect from their proved competitiveness. We are confident that given such opportunities we can look for a substantial improvement in our exports to the Soviet Union.

'In the long term, we look too towards several major economic co-operation projects and hope that the new machinery recently set up between our two Governments will assist all those involved in these projects to achieve quick mutual understanding and accelerating progress. In these operations too the development of trust is of the utmost importance. We, as businessmen, can appreciate the reasons why the project co-ordinators in the USSR "shop around" amongst contenders for contracts. At the same time I am sure that our Soviet friends are as anxious as we are to maintain the momentum of advance. Here, as with trade in general, an unduly long time without recognisable progress allows doubts and misgivings to arise.'

New advance factories for Workington and Cramlington

THE English Industrial Estates Corporation have announced that a contract worth about £66,000 had been awarded to Tarmac Construction Ltd., for the construction of an advance factory on the Lillyhall Industrial Estate, Workington. This is the first factory using metric measurements to be built by the Estates Corporation in Cumberland and will have an area of some 1,350 square metres (15,000 sq. ft.).

Work is expected to commence by the end of April and the factory will be ready for occupation by the end of the year. A unit of this size would normally be expected to employ about 60 people.

The Corporation have also announced that a contract worth about £110,000 had been awarded to Ralph Bowey & Son Ltd., of Newcastle for the construction of a 25,000 sq. ft. advance factory on the Nelson Industrial Estate, Cramlington. Work is to commence on April 26, and the factory will be ready for occupation by the end of the year.

It is expected that this factory, the seventh to be built by E.I.E.C. at Cramlington, will provide jobs for 100 people.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	March 31, 1971	
1,186,513	Gevaert-Agfa N.V.	Method for measuring the resistance of electrically conductive materials
1,189,983	Gevaert-Agfa N.V.	Apparatus for copying graphic Originals
1,195,842	Gevaert-Agfa N.V.	Thermographic recording and reproduction technique
1,204,495	Gevaert-Agfa N.V.	Light sensitive compounds and compositions and recording materials
	April 13, 1971	
953,903	GAF Corporation	Azo dyes containing quarternary ammonium substituents
953,951	GAF Corporation	Azo dyes containing quarternary ammonium substituents
994,706	GAF Corporation	Catalytic reduction of aromatic mononitro compounds
1,001,705	GAF Corporation	Derivatives of 2, 2'-dihydroxy-benzophenone
1,013,534	GAF Corporation	New benzophenone compound and compositions stabilized therewith
1,020,507	GAF Corporation	Substituted cinnamic acid esters and their use as ultra-violet absorbers
1,106,990	Solvay & Cie	Stablized composition based on chlorinated polyvinyl chloride
1,109,270	Solvay & Cie	Method of cross-linking amorphous polymers and copolymers of α—Olefine
1,113,348	Solvay & Cie	Elastomer-based solid products
1,122,157	Solvay & Cie	Process for the polymerization of olefins and catalyst therefor
	April 14, 1971	
1,080,394	Kabushiki Kaisha Tekkosha	Process for preparing gamma crystal phase linear quinacridone
1,080,850	Kabushiki Kaisha Tekkosha	Process for producing gamma-phase linear quinacridone
1,165,423	Societa' Italiana Resine S.p.A.	Method of preparing aklybenzenes useful as a raw material for the synthesis of biologically degradable detergents
1,126,154	Regie Nationale des Usines Renault	Differential-action change-speed mechisms
1,189,002	Regie Nationale des Usines Renault	Locking and sealing of doors
1,020,831	AGFA Aktiengesellschaft	A process for sensitizing electrophotographic layers
1,091,715	AGFA Aktiengesellschaft	Sensitized electrographic layers
1,098,437	AGFA Aktiengesellschaft	Electrographic aerosol developing process
1,193,843	AGFA Aktiengesellschaft	Process for the production of magnetic tape

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of ednorsement.

E. ARMITAGE,
Comptroller

The Patents Office

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, APRIL 19

Imports of fuel

A Member asked what was the amount of solid fuel imported since the beginning of 1971; how much more was expected to be imported during the rest of the year; and to what extent the change in economic situation had affected the need to import such fuel. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, replied that 692,000 tons of coal, coke and briquettes were imported during January and February 1971. He continued: 'The figure for March will be published on April 29. I do not intend to speculate about the future level of imports which is a matter for the importers themselves.'

Trade with Rhodesia

A Member asked what steps were proposed to enable companies registered in the United Kingdom, which have subsidiaries in Rhodesia, to obtain supplies of raw materials, such as asbestos, from that country to enable them to resume manufacturing for the home and export market, and to make available the capital frozen there. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'The matters to which my hon. Friend refers cannot be separated from the general policy of sanctions which are applied under mandatory resolutions of the Security Council of the United Nations.'

Investment in industry

Mr. Ridley, in answer to a question, said that he had received about 75 letters since January 1 on investment in industry.

Registration of Business Names Act

A Member stated that there was a growing practice of people and firms evading their responsibilities in registering under the Registration of Business Names Act and asked whether he would state the number of such reports of evasion made to the DTI; what action was being taken to ensure that registration was taking place; and how many prosecutions for evasion were undertaken for the most recent, and longest, stated period of time conveniently available. Mr. Ridley answered that the number of complaints about failure to register was 114 in 1968, 136 in 1969 and 179 in 1970. On receipt of a complaint, the individual or company concerned was approached in writing, and if this attempt to secure compliance failed an investigating officer called. Where these attempts to secure compliance failed, the Department considered prosecution. The number of prosecutions was nil in 1968, 1 in 1969 and 1 in 1970.

Carpet trades

Mr. Grant was asked to estimate the extent to which, under known conditions of Great Britain's entry into the European Economic Community, entry of carpets made in the countries of the Six into Great Britain would affect British production; and to what extent British-made carpet prices would have to be reduced to harmonize with the prices as charged in the countries of the Six. He replied that it was impossible to quantify the effect of the two-way increase in carpet trade which entry into the EEC would bring. But the British carpet industry had made clear that it was ready to face the challenge of entry.

Imports of Chinese chickens and rabbits

In reply to an inquiry about the figures for the imports of chickens and rabbits, respectively, from China for each of the last five years, Mr. Grant said that there were no imports of chickens from China. Rabbits were not separately distinguished in the trade statistics but imports of rabbit meat were 7,385 tons in 1970; figures for the previous years were published in Volume II of the Annual Statement of Trade of the United Kingdom for the relevant years.

Industrial development

Mr. Grant was asked what representations he had received from the Northern Economic Planning Council and the Teesside Regional Organization for industrial development on the designation of Teesside as a special development area. He replied: 'Both bodies have expressed the view that Teesside should be regarded as a Special Development Area. Given the needs of other areas with more pressing problems, I do not think such an extension of the Special Development Areas would be justified at present.'

TUESDAY, APRIL 20

Duty on fertilizers from GATT countries

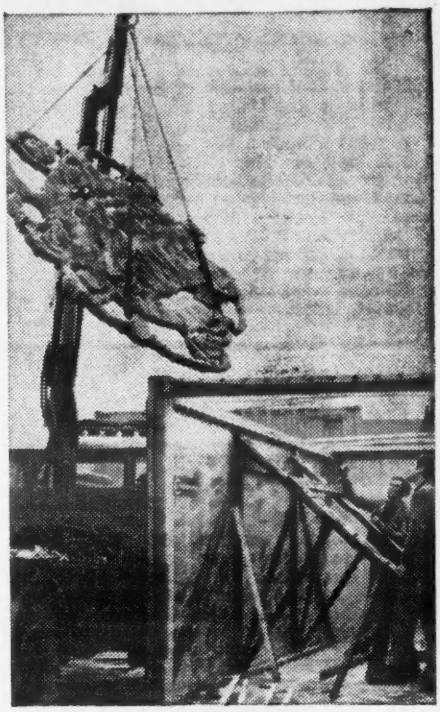
Lord Drumalbyn, Minister without Portfolio, was asked if HM Government were aware of the inequitable position arising when or if a fertilizer from a particular country being a signatory to the General Agreement on Tariffs and Trade was subjected to a provisional charge to duty for a reason or reasons which may be beyound the knowledge or control of the producers in that country.

Lord Drumalbyn replied: 'I am not aware of any inequitable position arising or likely to arise since. While producers may not necessarily know whether the effect of their dumping is such as to cause or threaten material injury to an industry in the importing country, they are not likely to be unaware that they are dumping, which generally means exporting at prices lower than those of comparable sales by the producer on his domestic market.'

Lord Drumalbyn was also asked what wording of the Customs Duties (Dumping and Subsidies) Act 1969 authorizes the Department of Trade and Industry to propose a charge to duty on a fertilizer imported from a country which is a signatory to the General Agreement on Tariffs and Trade when the imports do not cause, and are unlikely to cause, any injury to the United Kingdom industry unless the quantities involved are aggregated with imports from other countries. He answered: 'Section 8(5)(a) of the Act specifies, in relation to goods imported from a country which is a signatory of the General Agreement on Tariffs and Trade; that an order imposing a provisional charge shall not be made unless the facts so far before the Department indicate that the effect of the dumping or of the giving of the subsidy is such as to cause or threaten material injury to a United Kingdom industry. This applies whether the dumping is from one or more than one country.'

Company Law review

Answering a question on the Government review of Company Law, Lord Drumalbyn said that it could not be predicted precisely when this review would be completed. It was hoped to propose companies legislation in this Parliament but not in the present Session.



A coat of arms in wrought-iron, to grace the gateway of the new British Embassy in Rome being built by the Department of the Environment, has begun its journey by road, sea and rail. Weighing one ton, the coat of arms has been designed by Anthony Blee, principal associate to Sir Basil Spence, architect of the new Embassy. It was loaded under senior management supervision into an open-top 20ft. container by Containerway Europe Ltd. at their Barking depot. Containerway Europe Ltd. have already been entrusted with the despatch of twenty 30ft. container loads of furniture for the Embassy during the last few weeks.

WEDNESDAY, APRIL 21

Report on Palmer's Shipyard

Mr. Ridley was asked if he would publish the Special Report on Palmers Shipyard which was not made available at the time the decision was taken to withhold finance to keep the yard in operation, in view of the fact that the public could now obtain copies of the Report. He answered that a report prepared by the Ship Building and Ship Repairing Council on the ship repair industry as a whole was considered by the Secretary of State before deciding, last August, that further Government assistance for the Palmers ship repair yard would not be justifiable. The Council released their report to the press last September.

Mr. Ridley was also asked to publish in the Official Report the letter recently addressed to the President of the Chamber of Shipping by the Minister for Industry explaining why his department was unable to make requested concessions in the Investment and Building Grants Bill recently published, and said that he was arranging for the letter, which explained the circumstances in which investment grants would be payable on expenditure incurred after October 26, 1970 on the provision of new ships, to be published in *Trade and Industry* (see page 172).

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Five largest companies in United Kingdom

Mr. Ridley was asked what was the combined annual turnover of the five largest companies in the United Kingdom in 1970; and how this compared with each year from 1960 to 1969 inclusive. He replied that information was not available for 1970, nor for years before 1966. The figures relate to Shell Transport and Trading (40 per cent of the turnover of the Royal Dutch Shell Group), British Petroleum, British-American Tobacco, Imperial Chemical Industries and Unilever Ltd. The turnover of overseas branches and subsidiaries is included, but sales within a group are excluded.

	£ million
1966	5,756
1967	6,363
1968	7,828
1969	8,515

THURSDAY, APRIL 22

Australian sugar

A Member asked if the special arrangements to protect sugar exports from Queensland, Australia, to the United Kingdom, being sought by the United Kingdom in the current negotiations with the European Economic Community would be on the same basis as those for other sugar producing countries of the Commonwealth. Mr. Noble answered: 'No. Our proposals for Australian sugar are intended to provide transitional measures appropriate to this particular case. We have told the Community that we would wish to respect our commitment to maintain Australia's quota under the Commonwealth Sugar Agreement until the end of 1974. Thereafter we have asked that the Australian sugar quota to our market should be phased out gradually over the remainder of the transitional period.'

United Kingdom steel prices

A Member asked if United Kingdom steel prices would have to be raised to the European Economic Community levels in the event of the United Kingdom becoming a EEC member; and what effect such increases would have on the competitive performance of United Kingdom exports using steel. Mr. Ridley answered: 'No. Subject to the requirements of the Treaty of Paris the level of prices is a matter for the individual producer's own commercial judgment.'

Price changes

In reply to a Member who asked why it was Government policy to allow private companies to make price changes in the light of market conditions, in view of the fact that Her Majesty's Government objected when such companies gave wage and salary increases in the light of market conditions, Mr. Ridley said: 'In the private sector, prices are determined by competitive market forces whose effectiveness we are determined to maintain and where necessary to strengthen. Wages and salaries on the other hand are determined by a complex of many factors, not all of which are open to the free play of competition.'

Conversion to natural gas

Mr. Ridley was asked to give a general direction to the gas boards to withdraw a pamphlet on conversion to natural gas, which stated that if the consumer's old appliance could not be converted, the Gas Board would replace the appliance with a similar one completely free of charge. 'No,' he replied. 'It is for the Area Boards to ensure, in their pre-conversion literature, and in other ways, that their consumers are fully aware of the replacement procedure. I am asking the Gas Council to consider with the Boards whether the information provided for this purpose is satisfactory.'

Comparison of output increases

A Member asked what was the average annual percentage increase in output in the Swedish, Danish, Swiss, Japanese, United States and United Kingdom steel industries, respectively, since 1958, from information available to him from international sources. Mr. Ridley answered that in terms of output of crude steel, the average annual percentage increases from 1958 to 1970 were:

	Per cent a year
Sweden	7·1
Denmark	6·0
Switzerland	6·5
Japan	18·5
United States	3·7
United Kingdom	3·0

Similar questions were asked about the shipbuilding, chemical, paper and mechanical engineering industries. Mr. Ridley gave the following replies:

Shipbuilding

The following annual growth rates are based on completions of merchants ships by gross tonnage between 1958 and 1970:

	Per cent per annum
Sweden	6·3
Denmark	7·0
Norway	8·5
Japan	13·3
United States	−3·3
United Kingdom	−0·8

Production in the chemical industry

	Average annual percentage increase 1958-1969
Sweden	10·9 (a)
Denmark	Not available
Switzerland	13·1 (b)
Japan	14·9
Unites States	8·2
United Kingdom	8·2

(a) 1959 to 1969
(b) Based on export index

Production in the paper and board industries

	Average annual percentage increase 1958-1969
Sweden	6·0 (a) (b)
Denmark	Not available
Switzerland	5·8
Japan	13·5 (a)
Unites States	5·5 (c)
United Kingdom	3·9

(a) Pulp and paper industry
(b) 1959-1969
(c) Paper and paper products industries

Mechanical engineering

The following annual growth rates are based on output indices for 1958 and 1970: Sweden, Denmark and Switzerland, all not available; Japan, + 22 per cent; United States, + 7 per cent; United Kingdom, + 4 per cent.

Consumer goods in EEC

Mr. Ridley was asked the number of cars, refrigerators, telephones, television sets and washing machines, respectively, per 1,000 of the United Kingdom population, together with the comparable figures for each member country of the European Economic Community. He said the information was not available for refrigerators and washing machines; for the other products, the latest data were as follows:

	Passenger cars in use per 1,000 population December 1969	Television receivers per 1,000 population January 1, 1968	Telephones January 1, 1970
United Kingdom	210	263	232
EEC countries			
Belgium	190	186	191
France	230	167	148
Germany (W)	210	231	186
Italy	170	146	143
Luxembourg	250	131	281 (a)
Netherlands	180	197	226

(a) January 1, 1968

Investment Grants Office

Asked what plans he had to transfer further work to the Investment Grants Office, Billingham, Mr. John Davies, Secretary of State for Trade and Industry, said: 'None, pending consideration of the possibility that the setting up of a local value added tax office will provide posts for the Investment Grants Office staff who cannot be absorbed on accounts work.'

NEW CARGO SHIP LAUNCHED AT WALLSEND

Knocking away the final chocks at the launching of the British India 13,300 *dwt cargo ship 'Mulbera' at Swan Hunter's Neptune Dock in Wallsend. 'Mulbera,' with a service speed of* 19 *knots, will trade between Australia and Iranian and Arabian ports, covering* 4,700 *miles between Fremantle and the Gulf in* 10 *days. She is one of* 29 *ships worth* £140 *million at present building for companies of the P & O Group. With joint shipbuilding ventures costing a further* £43 *million, the total of* £183 *million is the largest order book in the Group's history.*

New Books

The Private Company Today, by A. J. Merrett and M. E. Lehr (82 pages. Gower Press. £2.50. ISBNO 7161 0039 8). The Unquoted Companies Group of directors of leading private companies commissioned Professor Merrett and Mr. Lehr, both of the London Graduate School of Business Studies, to estimate the size and assess the economic role and future of the private company in the United Kingdom economy. This volume presents the result of their investigation. Part one assesses the contribution of the United Kingdom-controlled unquoted sector of the economy, and in particular the private company, to employment, profits and the efficient operation of the United Kingdom economy. Because nationally available statistics are not specifically designed to reveal information on this sector much of the analysis has had to use very rudimentary tools. Part two deals with tax legislation in relation to the private company and includes proposals for a new tax policy. A list of the 'top ten' private companies in several industries forms an appendix. The overwhelming majority of private companies are small firms, and the appearance of this volume is opportune at the present time when the Bolton Committee of Inquiry on Small Firms has under consideration the role of small firms in the national economy. The corpus of detailed information about the economic role of small firms, to which the present volume is a significant addition, will in the near future be considerably extended as the series of 17 reports on research commissioned by the Bolton Committee is published by HMSO. *The Private Company Today* appears with the Directors Bookshelf imprint used for the series of books designed for senior managers with boardroom responsibilities and interests issued under the joint sponsorship of the Gower Press and the Institute of Directors. The new, fourth, edition of **The Company Director; His Functions, Powers and Duties** (263 pages. Jordan & Sons Ltd., Wilec House, 82 City Road London EC1 2BX. £2.10, by post £2.25. SBN 85308 0616 X) has, like its predecessors, been prepared under the authority of the Council of the Institute of Directors. Intended to serve as an outline of company administration from the director's angle, this book contains a concise statement of the functions, rights and obligations of directors. Textual references to the provisions of the Companies Act 1967 which affect directors have been incorporated, and other necessary amendments have been made to take account of changes since the previous edition was published in 1958. The full text of the City Code on Take-overs and Mergers, as revised April 28, 1969, is reproduced as an appendix.

A significant indicator of the crucial phase into which Britain's negotiations with the EEC are now entering is the increasing output of publications concerned with almost every aspect of our membership of the Community. Government, industry and trade unions, together with institutes representing many opinions and interests are now engaged in an intensive communications exercise designed to inform both their respective members and the general public about the issues involved. The three publications reviewed below are a further contribution to this end. **Into Europe:** Practical Implications for British Industry and Commerce of Joining the Common Market. (80 pages. Available post free from the London Chamber of Commerce Forum, 69 Cannon Street, London EC4N 5AB. £3.00) is the published proceedings of a conference organized by the Chamber early in February 1971. The conference discussions were divided into three broad subjects; trade and commercial policies, finance and investment, and, finally, industrial policy. Within these subject groupings the sessions covered the following topics: harmonization of legal and fiscal provisions within the EEC; monetary policy; the capital market; what happens to sterling?; progress in the integration of economic policies; insurance; labour and social security; industrial policy of the EEC; likely taxation changes and research and development. In addition the conference held open forum discussions and time was also given to question and answer sessions. This volume also includes references for further reading. In addition to the seven contributors from Brussels, the speakers included the Secretary of State for Trade and Industry and the General Secretary of the Trades Union Congress. This volume combines the experiences of those working in the EEC with the views of the United Kingdom speakers as to how this country would be affected by an enlarged community, and should prove useful to those in industry and commerce who require a concise presentation of some of the most relevant material essential to the assessment of the European problem. **Industry and Europe.** Council of European Industrial Federations Integration Committee. (61 pages. Available from Confederation of British Industry, 21 Tothill Street, London SW1. 50p) is the first report to be published jointly by the European industrial federations. It is basically an industrial view of some economic objectives and problems of an enlarged EEC and is written from the standpoint of both applicant and member countries. The report discusses economic and monetary policy: industrial, commercial and competition policy; tariff policy; and the future of the Common Agricultural Policy (CAP). Annexes examine in some depth the improvement of the EEC's structure in relation to the report's main topics. The third publication concerns the difficult and extensive problem of agriculture in the EEC, and the implications for the United Kingdom and the world of Britain's entry into the Common Market. **British Entry to the European Community** – Implications for British and North American Agriculture, a research paper by John S. Marsh (56 pages. Published by the British-North American Committee and available from the British-North American Research Association, 12 Upper Belgrave Street, London SW1, 50p, post free) also includes a statement by the BNAC on agricultural policies for world trade expansion. A statistical appendix is featured at the end of the publication together with a list of BNAC members and a full statement of the aims of the committee.

Selling to the Americans, by Frederick Posses. (126 pages. Business Books Ltd. £2.25. ISBN 0 220 66891 4). The United States of America is the richest and the most rapidly expanding market in the world, and one which offers unique opportunities to British businessmen. The author of this latest guide to the market, an American lawyer of considerable commercial experience, has managed to include a great deal of useful information in his book. The volume covers the American market, its customers, financing of business ventures, export procedures, legal aspects of business and consumer buying habits. Exporters and British businessmen considering this market will find the guide very informative as it provides a practical approach to the discovery, establishment and development of business in the United States of America.

Mission Report Ghana and Sierra Leone. (23 pages. Agricultural Engineers' Association Ltd., 6 Buckingham Gate, London SW1. £1 to non-members). Ghana and Sierra Leone are giving priority to their agricultural development. As a result this report is able to describe two potential markets of interest to the manufacturer of agricultural machinery. The mission consisted of only a six-man team of agricultural machinery company representatives. Their stay in each country was limited and they recognize, therefore, that their survey is not as detailed as it might have been. It is nevertheless a useful report and of interest as a comparison of the difference of approach to the problems of agricultural development. The report deals firstly with the mission's activities in Ghana. It continues by giving details of Ghana's economic background, agricultural policy, market for agricultural machinery and trading conditions. A similar pattern is repeated for Sierra Leone.

Construction Industry Prospects to 1972: a report by the Joint Working Party on Demand and Output Forecasts of the EDCs for Building and Civil Engineering. (Full text: 250 pages, £1.50. Summary: 68 pages, 25p. National Economic Development Office, Millbank Tower, 21-41 Millbank, London SW1.) The result of nearly two years research by the joint working party and three of its forecasting sub-groups (housing, public non-housing and private non-housing), this report is the first attempt at a detailed and in-depth review of the future of the British construction industry. It is published in two versions: the first, a summary designed for the general reader, outlines the major assumptions of the working party and its sub-groups, their general approach, and the main conclusions which they reached. The second version is a fuller report which discusses the various determinants of demand and the methods used to generate the forecasts, and includes over 40 supporting tables and charts. This version is hoped to be of value to economists and market researchers working within the industry, and to analysts examining it from outside. The report is a first step towards providing the information which will help the industry to plan ahead more effectively, and to this end the working party intends to update its medium and longer term forecasts every two years; and in the interim it will examine the materials, manpower and regional implications of the forecasts published today.

The Law relating to Trade Descriptions, by John A. O'Keefe. (Loose-leaf, Butterworth and Co. (Publishers) Ltd., £6. ISBN 0 406 32620 7). The existing commentaries on the Trade Descriptions Act 1968 (one of which was written by the author of this work) will be superseded by this comprehensive exposition of trade descriptions law, which covers much more than just the Trade Descriptions Act itself. This work, presented in loose-leaf form so that it can be kept up to date by supplements when necessitated by developments in the law, is divided into seven parts, including an index. The parts contain reprints with annotations of the Trade Descriptions Act and relevant sections from other statutes; statutory instruments, mainly those relating to food and other commodities continued in force by the Trade Descriptions Act; specimen forms; and notes on related law, e.g. the liability of master and servant. A further section gives examples of common false trade descriptions and guidance on accepted standards for various products – often with reference to British Standards or other similar material, such as the pamphlet on hallmarking which is reproduced in another section of this work. The book is up to date to May 1, 1970.

GENTRANSCO SERVICES LTD.

P.O. Box 166

CENTRAL HOUSE, STRATFORD, LONDON, E.15. 2PT

Telephone: 01-534 6655 Telex 897153/4

We operate the largest number of regular, direct Train Ferry and Container Groupage Services to and from the Continent

Amsterdam, Barcelona, Basle, Belfast, Berlin, Bielefeld, Brussels, Chiasso (for Italy), Cologne, Copenhagen, Dublin, Dusseldorf, Frankfurt, Gothenburg, Hagen, Hannover, Lisbon, Lyon, Madrid, Mannheim, Munich, Nurnberg, Oslo, Paris, Prague, Rotterdam, Salzburg (for Greece and Jugoslavia), Stockholm, Stuttgart, Teheran, Vienna, Waterford, Zurich.

Branch Offices in the UK (for enquiries):

Gentransco House, Ratcliffe Road, Atherstone, Warwick	Telephone: 277 3611/5	Telex: 341136
Sanderson House, 39 White Abbey Road, Bradford 8	Telephone: 28015	Telex: 51534
Gentransco House, Cater Road, Bishopsworth, Bristol BS 13 7 TW	Telephone: 668431/6	Telex: 44852
6 Hedel Road, Cardiff, CF1 8XD, S. Wales	Telephone: 21308/9	
Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
21/24 Irwell Chambers West, Fazakerley Street, Liverpool, L 39 EA	Telephone: 236 2185	Telex: 627206
40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

FOR SALE FULLY EQUIPPED

The Long Leasehold Works of

HARLAND & WOLFF LTD

IN MANOR WAY

North Woolwich London E.16

375,000 SQ. FT. on 15 ACRES

Mainly one single storey building 30/50 ft. height with cranes

THAMES WHARF FRONTAGE

With

ENGINEERING, FOUNDRY & WOODWORKING PLANT, MACHINERY & EQUIPMENT

Sole Agents

Henry Butcher & Co

59/62 High Holborn London WCIV 6EG **Tel: 01-405 8411**

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
May 4-6	Miscellaneous stores	The Lido Hall, Worthy Lane, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211.)

Ford Anglia estate car; Bedford 10/12-cwt. van; Commer 1-ton truck; Leyland 'Hippo' van; Bedford fire tenders; Coventry Climax featherweight pumps; generating sets; MT spares; batteries; charging sets; hydraulic and screw jacks; fork lift trucks; teleprinters; compressors; office safes; miscellaneous hand tools; machine tools; scrap ferrous and non-ferrous metal; binoculars; prismatic compasses; wrist watches; spectacle lenses; 15 tons paint; wireless and communication spares; wooden packing cases; plywood drums; sisal and manilla rope; oxy-acetylene cutting sets; delivery hose; electric cable; tubular stacking, fold flat and other chairs; various tables; wardrobes; sideboards; desks; dressing chests; lockers and other items of furniture; curtains; carpets; rugs; mats; large and small sleeping bags; mattresses; blankets; ponchos and groundsheets; gaberdine raincoats; greatcoats; boots and shoes; KD battledress; shorts; mixed rags; and many other items of general stores.

May 12	Miscellaneous	Auctioneers' Premisss	Woolland, Sons & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 0752 69292.)

Carpets; duffel coats; raincoats; trousers and blouses; jerseys; kit- and travelling-bags; boots and shoes; blankets; sheets; curtains; cotton and wool rags; tentage; rope and cordage; mattresses; aluminium and wooden furniture; tubular stacking and arm chairs; desks; filing cabinets; aluminium kitchenware; wooden and steel boses; binoculars; compasses; clocks; watches; electrical and wireless spares; photographic equipment; floodlights; bearings; lifting jacks; china and glassware; fuel pumps; turbo generators; lead lined containers; snow plough frames and blades; canvas hoses; tyres; chain slings; storage bins; and many other items of general stores.

May 18	Miscellaneous stores	Regional Depot/OSU, RAOC, Barlow, Nr. Selby, York	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 053-2 20898.)

Industrial and garage plant and equipment, machine tools, clothing, furniture, etc. including diesel and electric fork lift trucks; industrial tractors; drilling and grinding machines; sharpening and gulleting machine; press; guillotine; bandsaws; lathes; lubricating plant; welding equipment; firefighting equipment; cable; tyres; electrical, signalling and wireless equipment; MT spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ropes; aluminium extending ladders; shovels; spades; ironmongery, etc.; tents; canvas; packs; haversacks; carpets; curtains; webbing; kitbags; camp equipment; blankets; sheets; battledress and denim trousers and blouses; firemen's trousers; berets; greatcoats; raincoats; ankle and rubber knee boots; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers, price 5p (PO only) about two weeks prior to and up to date of sale.

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
May 4	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 5p direct from auctioneer. View days: Day preceding and morning of sale.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2.07½)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

REFRIGERATOR UNITS complete from £9.92½. **DEEP FREEZE UNITS from £15.75.**

Refrigerator cabinets and units can be supplied in various sizes. Spare parts available for all English and Continental makes.

New fridges retailing at £35; **Our price £19.50.** Deep freezers retailing at £85; **Our Price £50.**

RING **01-642 0959, 01-643 7611.** (Evenings 6-8 p.m. **01-549 1177**)

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0 p	156	155	116	104·2	138	148	156	117††	135††	351	224	40	51
1968															
4th quarter	119	122·3	138	138	113	104·1	146	146	160	142	139	117	46	25	20
1960															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	134	–31	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	117	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4 p	163	161	118	104·7	140	149	162	118††	137††	159	97	28	60
August		123·2				104·8									
September		125·7				104·4									
October		125·7 p				106·0									
November		122·5 p				103·3									
December		124·9 p				104·9									
1971															
January						102·7									
February						99·7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment (‡‡)	Imports(‖)	Exports (¶)	
	at 1963) prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	*3·9*	110·2	107·3	168·5	323	255	24,384	120	121	43
1967	106	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	130	120	–312
1968	106	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	146	–319
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	126 p	140·2	*6·4*	128·5	124·6	217·5	574	186		181	184	631
1969												
1st quarter	110	129·7	*6·2*	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	*5·0*	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	*5·8*	129·2	123·6	213·8	563	187	24,139	183	183	144
3rd quarter	123	141·1	*6·9*	126·9	125·7	219·0	592	185	24,077	178	175	76
4th quarter	126 p	144·0	*7·7*	127·8	128·4	227·9	581	177		190	199	196
1971												
1st quarter		147·9	*8·6*	130·9 p	131·0 p		631	146		189 p	186 p	
1970												
August	123	140·8	*6·8*	126·1	125·7	219·7	593	184		200	140	
September	123	141·5	*7·0*	127·2	126·4	221·0	589	187		194	199	
October	122 p	143·0	*7·4*	126·3	127·5	222·4	576	184		192	203	
November	125 p	144·0	*7·9*	128·4	128·5	228·5	579	176		192	191	
December	126 p	145·0	*7·9*	128·5	129·1	232·8	589	171		186	204	
1971												
January		147·0	*8·5*	129·8	130·6 p	236·1	613	157		176	176	
February		147·8	*8·5*	130·6 p	131·1 p	236·4	623	147		187	172	
March		149·0	*8·8*	132·3 p	131·4 p		656	134		206 p	210 p	
April							704 p	129 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for factors affecting recording.
(††) These estimates are less reliable than usual because the receipt of data has been delayed by the postal strike.
(‡‡) Figures are subject to revision

Retail trade in February

THE SEASONALLY ADJUSTED index of the volume of retail sales was sharply lower in February at 99.7 (1966=100). Sales by mail order businesses were greatly reduced by the effect of the postal strike. The fall in their sales compared with the fourth quarter of 1970 was equivalent to over 3 per cent on the total index. Whether retail sales in February were also affected by the introduction of decimal currency is not known, but sales by food shops were somewhat low in relation to earlier periods.

In the three months December-February, the total volume of sales was nearly 2 per cent less than in the previous three months, after allowing for seasonal movements, largely but not wholly because of the reduced trade by mail order businesses. Sales by food shops, clothing and footwear shops and durable goods shops were all slightly reduced: sales by 'other non-food shops' (which include the mail order businesses) fell by 5 per cent.

At current prices, not seasonally adjusted, sales by mail order businesses in February were 68 per cent less than a year earlier. In the January period (the postal strike started on January 20) the reduction was 14 per cent. In the fourth quarter of 1970 their sales had been running about 12 per cent up on a year earlier.

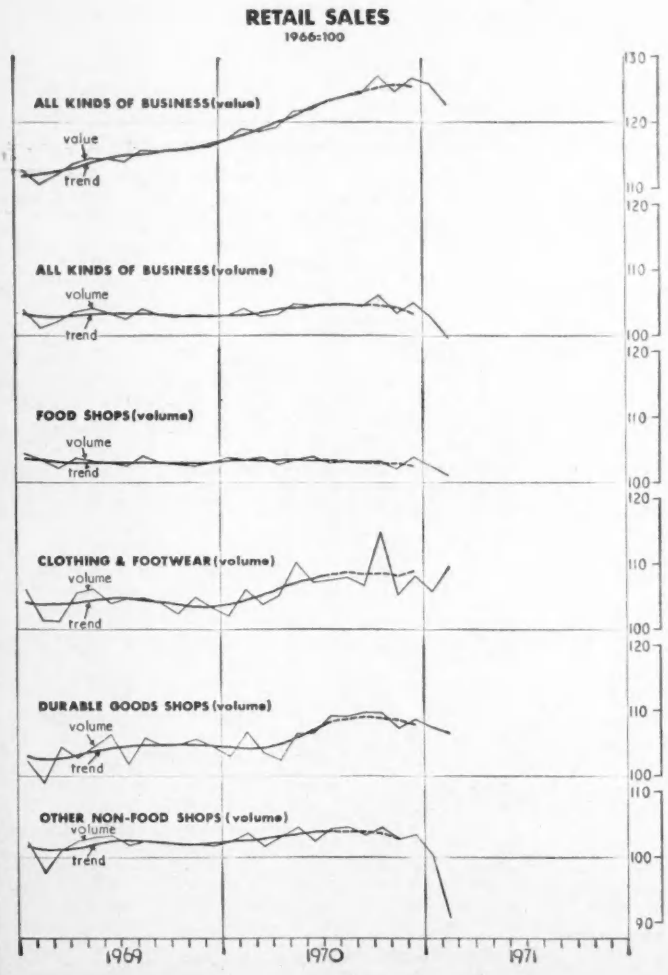


Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101·4	101·2	101·5	100	103	102
1968	103·6	102·1	104·8	104	108	104
1969	103·0	103·1	102·9	104	104	102
1970	104·2	103·3	105·0	107	107	103
1969 1st quarter	102·3	103·2	101·4	103	102	100
2nd quarter	103·7	103·3	104·2	105	105	103
3rd quarter	103·2	103·1	103·2	105	104	102
4th quarter	102·9	102·8	102·9	103	105	102
1970 1st quarter	103·3	103·7	103·1	104	104	102
2nd quarter	104·2	103·4	104·9	107	105	103
3rd quarter	104·6	103·1	105·9	107	109	104
4th quarter	104·7	103·1	106·0	109	109	104
1970 July	104·7	102·9	106·1	108	109	104
August	104·8	103·1	106·3	108	109	105
September*	104·4	103·2	105·4	107	110	103
October	106·0	103·2	108·2	115	110	105
November	103·3	102·0	104·3	105	107	103
December*	104·9	103·8	105·7	108	109	103
1971 January	102·7	102·4	103·1	106	107	100
February	99·7	101·0	98·5	109	106	91
1970 Sept.-Nov.	104·6	102·8	105·9	109	109	104
Dec.-Feb. 1971	102·6	102·5	102·7	108	108	98
Percentage increase	*– 1·9*	*– 0·3*	*– 3·0*	*– 1*	*– 1*	*– 5*

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	1,176)	(3,517)
1967	103·0	103·0	102·9	102	104	103
1968	109·2	108·0	110·2	107	113	111
1969	114·3	115·3	113·5	112	113	115
1970	122·4	122·2	122·6	121	123	123
1969 1st quarter	111·8	113·2	110·2	108	110	111
2nd quarter	114·3	114·6	114·1	112	113	115
3rd quarter	115·1	115·9	114·3	113	113	116
4th quarter	116·1	117·5	115·4	113	115	117
1970 1st quarter	118·4	119·4	117·6	115	117	119
2nd quarter	121·0	120·9	121·3	121	120	122
3rd quarter	123·9	123·3	124·6	122	127	125
4th quarter	126·2	125·3	127·0	127	128	127
1970 July	123·3	122·6	124·0	122	127	124
August	124·0	123·0	125·1	123	127	125
September*	124·4	124·2	124·7	123	128	125
October	127·1	124·7	129·1	132	129	127
November	124·7	124·2	125·1	122	127	126
December*	126·7	126·6	126·9	126	129	127
1971 January	125·9	126·9	125·2	124	129	124
February	122·7	125·7	120·1	129	128	114
1970 Sept.-Nov.	125·3	124·4	126·2	125	128	126
Dec.-Feb. 1971	125·2	126·4	124·3	126	129	122
Percentage increase	*– 0·1*	*1·6*	*– 1·5*	*1*	—	*– 3*

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by February 1971 sales was the four weeks from January 31, 1971 to February 27, 1971, the corresponding period in 1970 was from February 1, 1970 to February 28, 1970. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(‡) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(§) Including department stores and mail order businesses.

Hire purchase and other instalment credit business in February

AFTER RISING STRONGLY up to the end of last year, new instalment credit advanced by finance houses was less in January and February than the monthly rate in the fourth quarter, when seasonal movements are allowed for. However, new business in both these months was probably restricted by the postal strike. The extent to which this happened is uncertain, but the commodity analysis of new credit suggests that credit for cars and commercial vehicles was affected less than credit for other goods.

Instalment credit sales by durable goods shops increased in February, and in the three months December-February were 2 per cent more than in the previous three months after showing little movement since the third quarter of last year. But sales on instalment credit by 'other instalment credit retailers' were greatly reduced in February because of the effect of the postal strike on sales by mail order businesses.

Total instalment debt owed directly to finance houses and retailers increased by £45 million during the three months December-February in seasonally adjusted terms (£29 million unadjusted), and at the end of February was £102 million (8 per cent) more than a year earlier.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	−129
1967	1,496	750	746	1,532	− 36
1968	1,574	805	769	1,529	+ 45
1969	1,504	803	701	1,520	− 16
1970	1,687	865	822	1,600	+ 89
1966 1st quarter	391	190	201	390	+ 1
2nd quarter	377	187	190	390	− 13
3rd quarter	329	182	147	375	− 46
4th quarter	307	176	131	378	− 71
1967 1st quarter	323	178	145	372	− 49
2nd quarter	343	181	162	383	− 40
3rd quarter	403	190	213	387	+ 16
4th quarter	427	201	226	390	+ 37
1968 1st quarter	427	212	215	392	+ 35
2nd quarter	362	194	168	381	− 19
3rd quarter	387	200	187	376	+ 11
4th quarter	398	199	199	380	+ 18
1969 1st quarter	363	194	169	373	− 10
2nd quarter	366	200	166	375	− 9
3rd quarter	377	201	176	381	− 4
4th quarter	398	208	190	391	+ 7
1970 1st quarter	392	208	184	382	+ 10
2nd quarter	405	210	195	387	+ 20
3rd quarter	431	220	211	408	+ 23
4th quarter	459	227	232	423	+ 36

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies' non-durable goods department.

Finance houses

New credit advanced by finance houses in February was 9 per cent more than in the same month last year, following a 12 per cent increase in January and an average increase of 22 per cent in the fourth quarter of 1970. Credit advanced for new cars during February was 19 per cent more, and for used cars 7 per cent more than a year earlier; the increase for used cars was more than in January, but both February increases were rather less than usual in recent months. Credit advanced for commercial vehicles, on the other hand, recorded increases in both January and February little different from the fourth quarter average. New credit for farm equipment and tractors was sharply lower in February after the high January figure, but this category is subject to marked fluctuations from month to month.

The remaining categories of finance house business all showed much smaller increases on a year earlier in January and February than in the latter part of last year, suggesting that the postal strike may have affected this business more than credit for cars and commercial vehicles. Credit advanced for household goods was less than in the same months last year.

With credit extended exceeding repayments, debt owed directly to finance houses increased by £31 million during the three months

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†)		Finance Houses				Durable Goods Shops			
			New instalment credit extended per calendar month (Index 1966 = 100)		Increase in debt		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt	
	£ million				£ million				£ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	−129		*100*		−84		*93*		−51	
1967	− 36		*111*		−15		*94*		−30	
1968	+ 45		*115*		+ 26		*102*		+ 2	
1969	− 16		*105*		−21		*94*		− 5	
1970	+ 89		*123*		+ 58		*105*		+ 4	
1967 1st quarter	−77	−49	87	*86*	−39	−41	81	*87*	−18	−12
2nd quarter	−24	−40	113	*96*	− 4	−27	83	*88*	−13	−11
3rd quarter	+ 5	+ 16	129	*128*	+ 20	+ 21	93	*96*	− 8	− 8
4th quarter	+ 60	+ 37	117	*135*	+ 8	+ 32	122	*105*	+ 9	+ 1
1968 1st quarter	+ 5	+ 35	129	*128*	+ 25	+ 24	111	*120*	− 1	+ 4
2nd quarter	—	−19	116	*101*	+ 9	−18	86	*92*	− 6	− 3
3rd quarter	− 3	+ 11	113	*112*	+ 7	+ 9	96	*99*	− 1	—
4th quarter	+ 43	+ 18	101	*118*	−15	+ 11	113	*98*	+ 10	+ 1
1969 1st quarter	−39	−10	102	*102*	− 7	− 9	87	*93*	−10	− 5
2nd quarter	+ 7	− 9	114	*99*	+ 9	−17	88	*93*	− 1	+ 2
3rd quarter	−18	− 4	106	*105*	− 2	+ 1	91	*94*	− 2	− 2
4th quarter	+ 34	+ 7	96	*113*	−21	+ 4	113	*97*	+ 8	—
1970 1st quarter	−22	+ 10	112	*110*	—	− 1	94	*101*	− 5	+ 2
2nd quarter	+ 36	+ 20	135	*116*	+ 38	+ 12	96	*102*	− 1	+ 1
3rd quarter	+ 8	+ 23	127	*126*	+ 16	+ 18	103	*107*	+ 1	+ 2
4th quarter	+ 67	+ 36	117	*139*	+ 4	+ 29	125	*108*	+ 9	− 1
1970 September	+ 1	+ 9	124	*134*	—	+ 7	104	*106*	—	—
October	+ 14	+ 12	126	*131*	+ 5	+ 9	123	*110*	+ 1	—
November	+ 22	+ 7	113	*126*	—	+ 3	127	*108*	+ 6	+ 2
December	+ 31	+ 17	110	*158*	− 1	+ 17	126	*107*	+ 2	− 3
1971 January	− 7	+ 15	112	*125*	+ 3	+ 6	105	*110*	+ 2	+ 3
February	+ 5	+ 13	120	*124*	+ 11	+ 8	107	*113*	+ 1	+ 3
3 months ended November 1970	+ 37	+ 28	121	*131*	+ 5	+ 19	117	*108*	+ 7	+ 2
3 months ended February 1971	+ 29	+ 45	114	*136*	+ 13	+ 31	114	*110*	+ 5	+ 3
Percentage increase			− 6	*4*			− 3	*2*		

(†) Durable goods shops, department stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

to end-February in seasonally adjusted terms: unadjusted the increase was £13 million. At the end of February this debt stood at £859 million, an increase of 10 per cent compared with the end of February 1970.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in February were 8 per cent more (at current prices) than in February 1970. This increase was less than in January or the fourth quarter average, but sales in February last year were relatively high. Furniture shops again reported a large increase on a year earlier than radio and electrical shops.

Department stores' sales on instalment credit in February were 16 per cent up by value on the same month last year, similar to the increase in January and twice the average increase for 1970 as a whole.

Other instalment credit retailers

Instalment credit sales by general mail order houses, which account for over three quarters of the credit business of this group of retailers, were greatly affected in February by the postal strike. The value of sales was 68 per cent less than a year earlier, compared with an average increase of 12 per cent in the fourth quarter of 1970. The debt outstanding to this group of retailers increased by £7 million between end-November and end-February in seasonally adjusted terms.

Table 3. Hire purchase and other instalment credit outstanding

£ million, end period

Owed directly to		Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240	241	247	249
	1971	251	252										
Department stores	1967	25	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29	29	29	33
	1971	32	33										
Finance houses	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841	846	846	845
	1971	848	859										
Total	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110	1,116	1,122	1,127
	1971	1,131	1,144										
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207	215	231	257
	1971	246	238										
GRAND TOTAL	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317	1,331	1,353	1,384
	1971	1,377	1,382										

† Comprising general stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week ***and percentage increases compared with a year earlier***

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§) (£673)		Durable Goods Shops Total (†) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies' non-durable goods departments (£43)	
1966	124	– 3	93	–17	103	– 1	125	– 6	184	11	93	– 2
1967	128	1	94	2	108	5	119	– 4	195	6	92	– 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	– 1	94	– 7	118	3	117	– 3	219	4	91	– 2
1970	148	9	105	11	127	8	122	4	242	11	91	—
1967 1st quarter	108	– 6	81	–17	89	– 6	90	– 6	170	5	69	– 2
2nd quarter	118	– 1	83	– 8	96	– 1	110	– 8	186	6	84	– 3
3rd quarter	116	5	93	7	100	8	103	– 4	167	4	82	– 1
4th quarter	170	12	122	25	148	15	175	– 1	256	8	131	– 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	– 1	175	5	84	2
4th quarter	173	2	113	– 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	–10	87	–22	98	– 7	89	– 7	187	– 1	65	– 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	– 6	107	4	95	– 7	187	7	83	– 1
4th quarter	178	3	113	– 1	156	5	175	1	294	6	131	– 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	– 3
4th quarter	196	10	125	11	170	9	184	5	330	12	127	– 3
1970 September*	139	10	104	13	118	12	98	2	226	10	79	–10
October	186	14	123	14	152	17	140	7	327	15	93	8
November	202	9	127	10	153	5	173	4	357	11	118	– 7
December*	200	9	126	10	197	7	227	5	311	11	162	– 5
1971 January	114	1	105	12	138	17	88	– 1	143	–12	55	– 7
February	93	–28	107	8	114	16	101	10	74	–68	55	–11

(*Continued on next page*)

HIRE PURCHASE, *continued*

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops: Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	– 7	107	– 5	78	–10	84	–12	81	–11	79	– 9	82	–12	109	– 4	84	– 7
1970	105	11	119	11	87	11	91	8	92	14	95	21	89	8	119	9	96	14
1967 1st quarter	81	–17	88	–13	71	–21	79	–26	76	–21	73	–23	78	–18	85	–12	70	–18
2nd quarter	83	– 8	93	– 5	69	–12	80	–16	76	–16	74	–20	79	–11	89	1	68	– 6
3rd quarter	93	7	103	8	78	7	89	5	84	– 5	79	–12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88	2	102	4	69	– 3	77	—	78	– 3	80	—	75	– 7	99	9	71	– 2
3rd quarter	91	– 6	104	– 5	74	– 6	79	–11	77	– 7	74	– 7	79	– 8	105	– 4	79	– 6
4th quarter	113	– 1	127	3	95	– 7	104	– 5	97	– 4	95	– 1	99	– 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
3rd quarter	103	14	118	13	86	16	88	10	91	18	93	25	89	12	118	12	94	19
4th quarter	125	11	143	13	104	10	108	4	116	20	124	30	109	10	138	7	113	8
1970 September*	104	13	123	13	83	14	83	4	90	20	93	25	87	15	121	10	94	14
October	123	14	139	16	103	16	109	– 4	110	19	111	27	110	13	137	14	105	16
November	127	10	143	12	105	6	120	9	114	19	114	28	115	11	140	4	108	4
December*	126	10	147	11	105	10	98	7	123	21	142	34	104	8	136	3	122	5
1971 January	105	12	113	12	96	12	98	15	92	14	89	20	94	9	119	10	102	3
February	107	8	117	5	99	14	80	4	94	13	100	15	89	11	124	5	105	3

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies' durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies' durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical good shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	– 5	98	– 2	113	13	106	6	96	– 4
1968	115	3	110	– 5	117	—	117	14	109	4	118	23	95	– 3	110	– 3	127	20	117	22
1969	105	– 9	91	–18	101	–14	128	9	77	–29	114	– 4	96	1	105	– 5	107	–16	128	10
1970	123	17	106	16	110	8	148	16	92	19	130	15	115	19	126	20	119	11	195	53
1967 1st quarter	87	–26	83	–36	81	–30	91	–23	53	–53	80	–11	81	– 7	108	– 6	100	–14	94	–19
2nd quarter	113	–13	106	–25	115	–17	114	– 9	138	–10	114	–14	89	–15	127	12	96	– 5	98	– 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	– 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	– 4	121	5	121	6	126	– 9	140	22	85	– 5	116	– 9	113	19	121	23
3rd quarter	113	–12	108	–22	123	–19	102	1	128	– 5	141	23	104	–14	98	–12	121	21	105	16
4th quarter	101	–14	92	–31	93	–24	112	7	79	–15	79	9	108	7	104	– 2	139	9	119	19
1969 1st quarter	102	–21	92	–34	96	–27	131	– 2	63	–39	92	–17	85	1	101	–17	116	–14	129	7
2nd quarter	114	– 2	103	1	114	– 6	139	15	93	–26	152	8	95	11	104	–10	99	–13	133	10
3rd quarter	106	– 6	95	–12	105	–14	118	16	90	–30	124	–12	103	– 1	108	10	98	–19	123	17
4th quarter	96	– 5	72	–21	89	– 4	124	10	64	–19	87	9	103	– 5	106	1	116	–16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
3rd quarter	127	20	111	17	115	9	141	20	105	17	160	29	124	20	119	11	116	19	224	81
4th quarter	117	22	93	28	100	12	140	13	85	33	98	12	134	31	126	19	137	18	203	62
1970 September	124	25	106	23	114	15	137	21	103	27	158	17	128	19	114	16	123	26	205	93
October	126	15	100	13	114	7	151	9	101	17	132	2	134	9	132	13	130	13	207	73
November	113	22	93	28	96	12	139	18	81	31	83	17	117	33	125	19	131	13	194	63
December	110	30	85	50	90	20	130	13	73	68	78	31	153	56	120	27	149	28	209	51
1971 January	112	12	108	24	89	4	142	11	56	– 1	71	– 1	128	65	121	14	123	– 3	187	21
February	120	9	112	19	111	7	153	12	80	12	102	1	89	–20	115	1	98	– 7	184	22

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in January and February 1971

Note: *All figures in this commentary are at current prices*

THE STRONG UPWARD TREND in the turnover of the catering trades continued in January and February: total turnover in the three months ended February was 4 per cent more than in the previous three months, after allowing for seasonal movements. When compared with a year earlier, turnover was up by 11 per cent in January and 9 per cent in February. The figure for February may have been reduced a little by the effect of the postal strike on receipts of deposits for holiday bookings by hotels and holiday camps.

Value of caterers' turnover: percentage increases on a year earlier

	All caterers	Licensed hotels, and holiday camps	Restuarants, cafes, fish and chip shops	Public houses	Canteens
1970 4th quarter	9	12	5	11	4
1971 January	11	15	9	12	1
February	9	6	3	13	–1

As already announced, the detailed statistics of the catering trades' turnover are now being published in the Business Monitor series instead of in *Trade and Industry*. The seasonally adjusted index numbers and a summary table of percentage increases will still be published in *Trade and Industry* and the Business Monitor will be issued on the same day. The Business Monitor (Reference SD5 – Catering Trades) may be obtained from HMSO, PO Box 569, London, S.E.1. The annual subscription is 60p.

Laundries and dry cleaners

The turnover of laundries and dry cleaners increased by an average of 6 per cent in January and February combined, compared with the same period a year earlier. For laundries the increase of 6 per cent was not very different from the average for the last three quarters of 1970, but dry cleaners' turnover continued the higher rate of increase of the fourth quarter with a rise of 8 per cent.

Hairdressers

Hairdressers' turnover has continued to show only small movements compared with a year earlier. In January and February together, the ncrease for all hairdressers was 1 per cent.

Table 1. Turnover of all Caterers seasonally adjusted. Index numbers of turnover per week†

1964 = 100

	Value at current prices
1964	100
1965	106
1966	111
1967	113
1968	117
1969	126
1970	136
1968 1st quarter	115
2nd quarter	116
3rd quarter	118
4th quarter	120
1969 1st quarter	123
2nd quarter	125
3rd quarter	127
4th quarter	129
1970 1st quarter	133
2nd quarter	136
3rd quarter	137
4th quarter	140
1970 July	137
August	137
September*	137
October	138
November	140
December*	140
1971 January	144
February	145
1970 August-October	138
1970 November 1971 January	143

† The monthly periods consist of four weeks except those marked * which are of five weeks
The January 1971 period was the four weeks from January 3 to January 30, 1971; the January 1970 period was the four weeks from January 4 to January 31 1970
The February 1971 period was the four weeks from January 31, 1971 to February 27 1971, the February 1970 period was the four weeks from February 1 to February 28, 1970.

Note

Despatch of forms for both January and February to firms which contribute to these statistics was delayed by the postal strike, and the statistics for the two months are being issued together now. The figures for March will be given in *Trade and Industry* for May 19, in accordance with the normal timetable.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier*†

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)	Year		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry Cleaners (£137 million)	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	103	103	103*	101	104	106	104	92
	1970	105	98	110	107	106	96	100	98	110	110	110	110	106	106	110	109	100
	1971						102	107										
	1970	*4§*	*1*	*5*	*4*	*6*	*3*	*4*	*– 3*	*8*	*1*	*6*	*7*	*5*	*1*	*4*	*4*	*9*
	1971	*6§*					*6*	*7*										
Laundries (£81 million)	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970	108	101	113	110	109	103	103	97	112	111	114	113	109	107	112	113	103
	1971						108	109										
	1970	*4§*	*—*	*7*	*4*	*5*	*4*	*2*	*– 5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*	*5*	*7*
	1971	*6§*					*5*	*6*										
Dry cleaners, etc. (£56 million)	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970	101	94	105	103	101	85	96	99	105	109	102	105	100	104	107	102	96
	1971						92	103										
	1970	*4§*	*2*	*2*	*4*	*7*	*—*	*5*	*1*	*2*	*1*	*2*	*9*	*4*	*—*	*5*	*3*	*12*
	1971	*8§*					*8*	*7*										

For notes see Table 1. § – January-February

(*Continued on next page*)

CATERING INDUSTRIES, *continued*

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†* 1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers																	
(£136 million)	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970	105	101	105	106	106	99	101	102	103	106	105	109	107	104	104	105	110
	1971						101	102										
	1970	—§	—	—	—	*1*	*– 1*	*4*	*– 2*	*– 2*	*1*	*2*	*1*	—	—	*– 1*	*1*	*2*
	1971	*1*§					*2*	*1*										
Men's hairdressers and men's hairdresser-tobacconists	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
(£27 million)	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970	109	103	107	112	116	103	105	100	100	103	115	112	113	112	110	109	126
	1971						105	103										
	1970	2§	*3*	*2*	—	*1*	*2*	*7*	—	*– 2*	—	*5*	—	*– 1*	*2*	*– 1*	*1*	*3*
	1971	*1*§					*2*	—										
Women's hairdressers and men's and women's hairdressers	1967	102	99	103	103	103	95	99	103	103	104	101	104	101	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
(£109 million)	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970	130	100	104	104	103	97	99	103	105	107	102	108	105	101	101	103	104
	1971						99	101										
	1970	– §	*– 1*	*– 1*	—	*1*	*– 2*	*2*	*– 3*	*– 2*	*– 2*	—	*2*	—	*– 1*	*– 1*	*1*	*2*
	1971	*2*§					*2*	*1*										

For notes see Table 1. § – January-February.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, April 23, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Barbican	Br/E 35453/24/4/76	22	April 21	New Realm Distributors Ltd.	Derek Stewart
The Last Valley	Br/E 35454/24/4/76	129	April 21	Cinerama Releasing (U.K.) Ltd.	Seamaster Productions Ltd.
Melody	Br/E 35455/24/4/76	107	April 21	British Lion Films Ltd.	Goodtimes Enterprises Ltd.
Movietone News 2185	Br/E 35256/24/4/76	8	April 23	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2185A	Br/E 35257/24/4/76	8	April 23	" " " "	" " "
				FOREIGN	
I Walk The Line	F 35442	97	April 20	Columbia Pictures Corporation Ltd.	Columbia Pictures Industries Inc.
Paris A City For All Seasons	F 35443	8	April 20	MGM-EMI Distributors Ltd.	Associated British Pathe Ltd.
Bloody Mama	F 35444	83	April 20	" " "	American International Pictures Inc.
A Bullet For Pretty Boy	F 35445	88	April 20	" " "	Azalea Films Corporation
The Baby Maker	F 35446	108	April 20	NGC Distributors Ltd.	National General Productions Inc.
Portraits of Women	F 35447	90	April 20	Target International Pictures Ltd.	Jorn Donner Productions, Helsinki
(a) Frankenstein On Campus (b) The Skin Of Frankenstein	F 35448	80	April 20	" " "	Agincourt Productions Ltd., Toronto
Sextroverts	F 35449	63	April 20	S.F. Film Distributors Ltd.	Florida Films, Paris
Hands Off Gretal	F 35450	71	April 20	New Realm Distributors Ltd.	Hansjurgan Pohland Film, Berlin
Deep End	F 35451	88	April 20	Connoisseur Films Ltd.	Maran Film, Munich, Bavaria Atelier GmbH, Munich and Kettledrum Inc.
Angels Of The Street	F 35452	100	April 21	Gala Film Distributors Ltd.	Studio Hamburg Filmproduktion GmbH, Hamburg
A Town Called Bastard	F 35456	97	April 22	Scotia-Barber Distributors Ltd.	Benmar Productions Ltd.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Trailers for October and November 1971
Cars and Commercial Vehicles for January 1971
Footwear for December 1970
Wood Chipboard for January and February 1971
Wheeled Tractors for January 1971
Motor Cycles, Three-wheeled Vehicles and Pedal Cycles for January 1971
Gramophone Records for January 1971
Salt for January 1971
Tools and Implements for October 1970

Quarterly at 37½p a year post free:

Merchant Shipbuilding for Fourth Quarter 1970
Hearing Aids for Third Quarter 1970
Pesticides and Allied Products for Fourth Quarter 1970
Elastic Goods and Narrow Fabric for Fourth Quarter 1970
Leathercoth for Fourth Quarter 1970
Colours for Fourth Quarter 1970
Lace for Fourth Quarter 1970

Civil Aviation Series:

Quarterly at £2.50 a year post free:

Airline Operations for Fourth Quarter 1970

Service and Distributive Series:

Monthly at £2 each a year post free:

Food Shops for February 1971
Clothing and Footwear Shops for February 1971
Durable Goods Shops for February 1971
Miscellaneous Non-food Shops for February 1971

Quarterly at 60p each a year post free:

Catering Trades for January and February 1971

Miscellaneous Series:

Quarterly at 37½p a year post free:

Insurance Companies' and Private Pension Funds' Investment for Fourth Quarter 1970

Annual at 37½p

Overseas Transactions 1969

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, page 679.

New companies registered in Northern Ireland

IN THE MONTH of March 1971 twenty-seven private companies with a total nominal capital of £153,050 and one private company limited by guarantee, and not having a share capital were registered in Northern Ireland.

During the period January-March 71 companies with a total nominal capital of almost £741,000 were registered as compared with 74 companies with a total nominal capital of almost £683,000 registered in the same perid of 1970.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in January showed an increase of 9 per cent on a year earlier, compared with increases of 5 per cent in November and 11 per cent in December.

The value of stocks at the end of January was 8 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	– 3	..	..
1967	104	– 5	..	..
1968	108	4	..	..
1969	103	– 5	..	..
1970	107	4	..	..
1969 1st quarter	88	–13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	– 4	157	8
4th quarter	124	– 6	147	17
1970 1st quarter	90	2	161	5
2nd quarter	97	– 2	140	1
3rd quarter	105	5	146	– 7
4th quarter	135	8	143	– 3
1970 January	60	– 4	140	8
February	92	3	154	8
March	119	6	161	5
April	103	– 5	146	2
May	92	– 5	151	2
June	95	6	140	1
July	83	10	145	– 3
August	99	6	143	– 6
September	134	2	146	– 7
October	153	9	129	– 7
November	124	5	140	– 9
December	127	11	143	– 3
1971 January	66	9	128	– 8

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales	Stocks (‡)
	January 1971	January 1971
Women's knitted outerwear, blouses and skirts	9	12
Women's coats, costumes, furs and rain-coats	–14	10
Women's underwear	–13	– 7
Women's hose and children's socks	– 7	–13
Women's millinery	14	1
Haberdashery, ribbons and wool	13	6
Children's wear	2	–32
Men's and boys' shirts, pyjamas and out-fitting	8	13
Gloves	32	18
Piece-goods and nets	–13	–15
Household textiles	2	–11
Floor coverings, furniture and hardware	15	–11
Boots and shoes	26	5
Total†	9	– 8

† Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Production of man-made fibres in February

THE VOLUME of production of man-made fibres in February was 17 per cent higher than in February 1970.

Total production by weight of man-made fibres in February was 6 per cent more than in February 1970, with output of continuous filament 14 per cent more and staple fibre at the same level.

Man-made fibre production million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1970	1,321·5	567·8	753·7
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
3rd quarter	327·9	133·9	194·0
4th quarter	326·9	145·1	181·8
1969 August	89·1	40·8	48·3
September	95·7	43·2	52·5
October	105·0	47·7	57·3
November	105·7	49·2	56·5
December	103·7	46·3	57·4
1970 January	110·8	48·4	62·4
February	100·3	43·2	57·1
August	100·4	41·8	58·6
September	112·4	45·1	67·3
October	107·7	48·6	59·1
November	110·2	50·1	60·1
December	108·9	46·4	62·6
1971 January	115·1	54·4	60·1
February	106·5	49·2	57·3

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

Index of the volume of production of man-made fibres 1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
1970	238	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
3rd quarter	234	259
4th quarter	241	244
1969 October	211	218
November	225	223
December	212	213
1970 January	228	220
February	224	213
March	233	221
April	253	236
May	249	235
June	243	239
July	238	250
August	219	255
September	244	258
October	240	246
November	251	245
December	233	236
1971 January	256	248
February	263	250

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1970, and may be subject to slight revision when the complete figures for 1971 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Telephone: 01-222 7877, Ext. 2867 or 2858.

Turnover of the motor trades in January and February

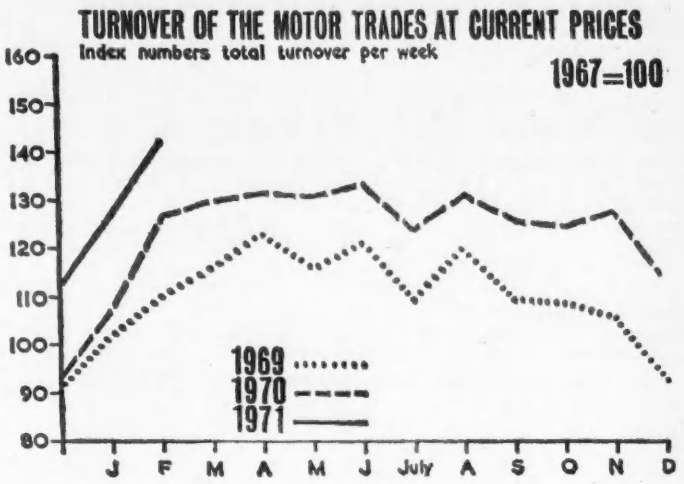
THE TOTAL TURNOVER of the motor trades in January and February combined was 15 per cent more than in the corresponding period a year ago. This is less than the average increase in the fourth quarter of 1970 but little different from the average for the second half-year. As the statistics are of turnover at current prices, these comparisons include the effect of price increases.

Sales of new motor vehicles in January and February were 22 per cent more by value than a year earlier: receipts from the sale of secondhand motor vehicles increased by 15 per cent between these two periods.

The value of sales in January and February of petrol, oil and accessories, together with receipts from servicing and repairs was 10 per cent more than a year before, the same increase as on average in 1970 as a whole; it is estimated that about a third of the increase in the two months was due to higher prices.

Note

Despatch of forms for both January and February to firms which contribute to the motor trades statistics was delayed by the postal strike, and the statistics for the two months are being issued together now. The figures for March will be given in *Trade and Industry* for May 19, in accordance with the normal timetable.



Index numbers of turnover per week and percentage increases on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
	1971	135‡					127	142										
	1970	*13*	*11*	*10*	*12*	*19*	*5*	*15*	*12*	*7*	*13*	*11*	*12*	*9*	*15*	*15*	*20*	*21*
	1971	*15§*					*19*	*12*										
Analysis of turnover: Sales of new motor vehicles (£1,475 million)	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
	1971	142‡					133	150										
	1970	*17*	*12*	*12*	*16*	*32*	*3*	*15*	*16*	*4*	*12*	*19*	*21*	*9*	*19*	*23*	*36*	*38*
	1971	*22§*					*33*	*14*										
Sales of secondhand motor vehicles (£766 million)	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
	1971	121‡					106	136										
	1970	*12*	*10*	*7*	*15*	*18*	*4*	*15*	*11*	*6*	*14*	*3*	*16*	*14*	*16*	*19*	*20*	*16*
	1971	*15§*					*15*	*14*										
All other sales and receipts (£1,958 million)	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
	1971	134‡					132	*137*										
	1970	*10*	*10*	*10*	*8*	*12*	*7*	*15*	*9*	*9*	*13*	*7*	*6*	*6*	*12*	*9*	*12*	*14*
	1971	*10§*					*11*	*9*										

(†) The periods consist of four weeks except those marked * which are five weeks.
(‡) Index numbers for period January and February 1971.
(§) Percentage change for period January and February 1971 compared with the corresponding period for 1970.

MANUFACTURERS *take the cost and difficulties out of exporting by appointing a reliable Exporter to handle your goods. Contact*

Established 1922

IRONSIDE LIMITED,

110, Cannon Street, LONDON, EC4N 6DU

Telephone: 01-623 0166 Telex: 885969 Cables: NORISIDE LONDON EC4

Industrial building in the first quarter

THE FLOOR AREA approved by industrial development certificates for projects of ten thousand square feet and over in the first quarter 1971 was 18.2 million square feet. The brought the total for the 12 months ended March 1971 to 84.0 million square feet, 12 per cent less than the total of 95.9 million square feet recorded in the previous 12 months.

Approvals in the Development Areas in the first quarter were 4.6 million square feet, bringing the total for the year ended March 1971 to 27.9 million square feet. The total for the 12 months ended March 1970 was 28.4 million square feet.

Approvals in the Intermediate Areas, including the additional areas announced on February 18, 1971, were 1.7 million square feet in the first quarter 1971. The total for the year ended March 1971 was 7.7 million square feet, compared with 8.0 million square feet in the previous 12 months.

Table A. Industrial development certificates approved (excluding cases of under 10,000 square feet)

Million square feet

	Great Britain						North	Yorkshire and Humber-side	East Midlands	East Anglia	South East	South West	West Midlands	North West	Wales	Scotland
	Total	Development Areas	(†)	Intermediate Areas	(‡)	Rest										
1967	76·6	26·9	35	5·2	7	44·5	7·0	7·5	5·6	3·2	17·8	5·4	5·6	9·6	5·1	9·7
1968	97·9	35·8	37	5·9	6	56·3	11·4	7·6	6·2	4·1	18·1	5·3	9·9	16·0	8·2	11·3
1969	102·9	30·6	30	7·2	7	65·0	9·2	13·8	5·7	5·8	22·8	5·8	8·6	15·1	7·6	8·6
1970	88·5	29·9	34	8·5	10	50·1	7·8	7·4	5·7	2·7	19·3	5·2	7·7	14·3	8·0	10·3
1967 1st quarter	24·1	9·3	38	2·1	9	12·7	2·4	3·1	1·4	0·6	4·6	1·6	1·7	3·1	1·5	4·0
2nd quarter	18·5	6·4	34	1·1	6	11·1	1·3	1·8	0·8	0·7	4·6	1·4	1·5	2·5	1·4	2·7
3rd quarter	18·3	5·5	30	0·9	5	11·8	0·8	1·5	2·0	0·8	5·1	1·3	1·4	2·6	1·1	1·7
4th quarter	15·6	5·8	37	1·1	7	8·8	2·5	1·2	1·4	1·0	3·6	1·1	1·0	1·5	1·1	1·4
1968 1st quarter	21·6	8·4	39	1·4	6	11·8	2·5	1·6	1·4	1·4	3·3	1·3	1·4	3·4	1·6	3·7
2nd quarter	23·9	7·6	32	1·5	6	14·8	3·2	2·6	1·1	0·8	4·6	1·7	3·5	3·0	1·1	2·3
3rd quarter	28·2	12·1	43	1·5	5	14·6	4·2	1·9	1·4	1·1	5·7	1·3	2·4	4·6	2·9	2·7
4th quarter	24·3	7·7	32	1·6	7	15·0	1·4	1·5	2·2	0·8	4·5	1·1	2·6	4·9	2·6	2·6
1969 1st quarter	29·6	8·8	30	1·7	6	19·1	2·4	3·1	1·9	1·8	7·4	2·0	2·2	4·2	2·2	2·4
2nd quarter	26·7	9·3	35	1·6	6	15·7	3·7	1·8	1·5	1·6	5·9	1·5	2·2	4·7	1·9	1·8
3rd quarter	22·7	6·3	28	1·6	7	14·8	1·8	3·2	1·2	1·2	5·0	1·3	2·2	2·9	2·1	2·0
4th quarter	23·9	6·2	26	2·2	9	15·5	1·3	5·8	1·1	1·1	4·5	1·0	2·0	3·4	1·4	2·3
1970 1st quarter	22·6	6·6	29	2·5	11	13·5	1·7	1·7	1·3	0·6	5·1	1·1	2·5	5·1	1·9	1·6
2nd quarter	23·6	9·2	39	1·5	6	12·9	3·5	1·6	2·0	0·8	4·9	1·4	1·6	2·9	2·7	2·2
3rd quarter	21·8	7·2	33	2·5	11	12·1	1·5	1·6	1·2	0·7	5·1	1·4	2·2	3·3	1·5	3·4
4th quarter	20·4	6·9	34	2·0	10	11·5	1·1	2·5	1·2	0·5	4·2	1·3	1·5	3·0	2·0	3·1
1971 1st quarter p	18·2	4·6	25	1·7	9	11·9	1·7	1·9	1·0	0·7	4·7	0·9	2·2	2·1	0·7	2·3

Notes: The figures relate to schemes, 10,000 square feet and over, for both manufacturing and non-manufacturing industry approved during the periods stated: New buildings, extensions to existing premises and existing buildings turned to industrial use are included.

(†) The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act 1966 are the whole of the North Region, most of Scotland and Wales, and parts of the North West and South West Regions.

(‡) The figures in this column are Intermediate Area approvals as percentages of Great Britain totals. The places designated as Intermediate Areas under the Local Employment Act 1970 cover broadly the Yorkshire coalfield, North Humberside, North East Lancashire, parts of the Notts Derby coalfield, parts of South East Wales, Plymouth and Leith announced in June 1969 and the Bridlington, Filey, Oswestry, Okehampton, Tavistock, Edinburgh and Portobello employment exchange areas announced on February 18, 1971.

Percentages are calculated from figures expressed in thousands of square feet. All floor area figures are derived from records in which each case is rounded to the nearest thousand square feet.

(p) The figures for the first quarter 1971 are provisional.

Table B. Industrial development certificates approved (cases of under 10,000 square feet)

Million square feet

	Under 5,000 sq. ft. (0-4)			5 and under 10,000 square feet (5-9)		
	South East, East Anglia, East and West Midlands	Rest of Great Britain	Total Great Britain	South East, East Anglia, East and West Midlands	Rest of Great Britain	Total Great Britain
1967	2·7	0·6	3·3	6·6	4·5	11·0
1968	3·3	0·6	3·9	7·8	5·3	13·1
1969	3·6	0·7	4·3	8·2	5·5	13·7
1970	3·2	0·6	3·8	7·6	4·8	12·5
1967 1st quarter	0·8	0·1	0·9	1·9	1·2	3·2
2nd quarter	0·8	0·2	0·9	1·7	1·1	2·7
3rd quarter	0·6	0·2	0·7	1·4	1·0	2·4
4th quarter	0·6	0·2	0·8	1·5	1·1	2·7
1968 1st quarter	0·8	0·2	1·0	1·7	1·2	3·0
2nd quarter	0·6	0·1	0·8	2·0	1·4	3·4
3rd quarter	0·9	0·2	1·1	2·1	1·3	3·3
4th quarter	0·9	0·1	1·0	2·0	1·3	3·4
1969 1st quarter	1·0	0·2	1·2	2·1	1·7	3·8
2nd quarter	1·0	0·2	1·2	2·2	1·3	3·4
3rd quarter	0·8	0·2	0·9	2·0	1·2	3·3
4th quarter	0·8	0·1	0·9	1·8	1·3	3·1
1970 1st quarter	0·9	0·2	1·1	2·1	1·3	3·4
2nd quarter	0·9	0·1	1·0	2·1	1·4	3·5
3rd quarter	0·8	0·1	0·9	1·7	1·1	2·9
4th quarter	0·7	0·1	0·8	1·8	1·0	2·7
1971 1st quarter (p)	0·2	0·0	0·2	1·2	0·1	1·3

Notes:

1. Differences due to rounding.
2. The exemption limits, above which certificates are needed, were raised on December 15, 1970 from 3,000 to 5,000 square feet in the South East (except Isle of Wight), East Anglia, East and West Midland regions and from 5,000 to 10,000 square feet elsewhere. For developments up to the limits only certain types of cases need certificates.

(p) The figures for the first quarter 1971 are provisional.

Turnover of the motor trades in January and February

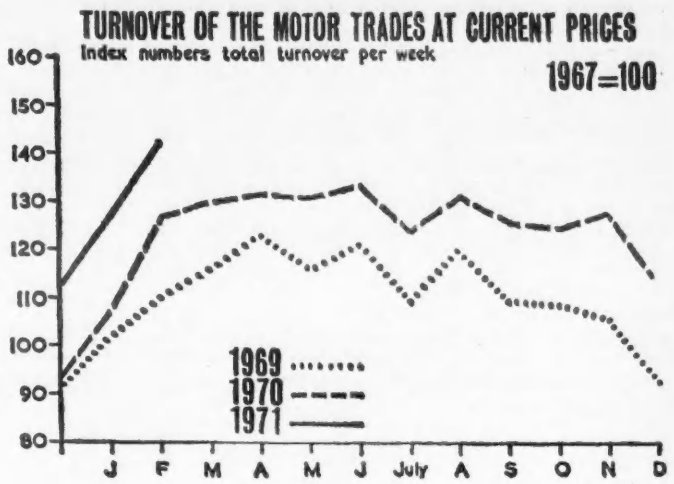
THE TOTAL TURNOVER of the motor trades in January and February combined was 15 per cent more than in the corresponding period a year ago. This is less than the average increase in the fourth quarter of 1970 but little different from the average for the second half-year. As the statistics are of turnover at current prices, these comparisons include the effect of price increases.

Sales of new motor vehicles in January and February were 22 per cent more by value than a year earlier: receipts from the sale of secondhand motor vehicles increased by 15 per cent between these two periods.

The value of sales in January and February of petrol, oil and accessories, together with receipts from servicing and repairs was 10 per cent more than a year before, the same increase as on average in 1970 as a whole; it is estimated that about a third of the increase in the two months was due to higher prices.

Note

Despatch of forms for both January and February to firms which contribute to the motor trades statistics was delayed by the postal strike, and the statistics for the two months are being issued together now. The figures for March will be given in *Trade and Industry* for May 19, in accordance with the normal timetable.



Index numbers of turnover per week and percentage increases on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
	1971	135‡					127	142										
	1970	*13*	*11*	*10*	*12*	*19*	*5*	*15*	*12*	*7*	*13*	*11*	*12*	*9*	*15*	*15*	*20*	*21*
	1971	*15§*					*19*	*12*										
Analysis of turnover:																		
Sales of new motor vehicles (£1,475 million)	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
	1971	142‡					133	150										
	1970	*17*	*12*	*12*	*16*	*32*	*3*	*15*	*16*	*4*	*12*	*19*	*21*	*9*	*19*	*23*	*36*	*38*
	1971	*22§*					*33*	*14*										
Sales of secondhand motor vehicles (£766 million)	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
	1971	121‡					106	136										
	1970	*12*	*10*	*7*	*15*	*18*	*4*	*15*	*11*	*6*	*14*	*3*	*16*	*14*	*16*	*19*	*20*	*16*
	1971	*15§*					*15*	*14*										
All other sales and receipts (£1,958 million)	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
	1971	134‡					132	*137*										
	1970	*10*	*10*	*10*	*8*	*12*	*7*	*15*	*9*	*9*	*13*	*7*	*6*	*6*	*12*	*9*	*12*	*14*
	1971	*10§*					*11*	*9*										

(†) The periods consist of four weeks except those marked * which are five weeks.
(‡) Index numbers for period January and February 1971.
(§) Percentage change for period January and February 1971 compared with the corresponding period for 1970.

MANUFACTURERS *take the cost and difficulties out of exporting by appointing a reliable Exporter to handle your goods. Contact*

Established 1922

IRONSIDE LIMITED,
110, Cannon Street, LONDON, EC4N 6DU

Telephone: 01-623 0166 Telex: 885969 Cables: NORISIDE LONDON EC4

Industrial building in the first quarter

THE FLOOR AREA approved by industrial development certificates for projects of ten thousand square feet and over in the first quarter 1971 was 18.2 million square feet. The brought the total for the 12 months ended March 1971 to 84.0 million square feet, 12 per cent less than the total of 95.9 million square feet recorded in the previous 12 months.

Approvals in the Development Areas in the first quarter were 4.6 million square feet, bringing the total for the year ended March 1971 to 27.9 million square feet. The total for the 12 months ended March 1970 was 28.4 million square feet.

Approvals in the Intermediate Areas, including the additional areas announced on February 18, 1971, were 1.7 million square feet in the first quarter 1971. The total for the year ended March 1971 was 7.7 million square feet, compared with 8.0 million square feet in the previous 12 months.

Table A. Industrial development certificates approved (excluding cases of under 10,000 square feet)

Million square feet

	Great Britain						North	Yorkshire and Humber-side	East Midlands	East Anglia	South East	South West	West Midlands	North West	Wales	Scotland
	Total	Development Areas	(†)	Intermediate Areas	(‡)	Rest										
1967	76·6	26·9	35	5·2	7	44·5	7·0	7·5	5·6	3·2	17·8	5·4	5·6	9·6	5·1	9·7
1968	97·9	35·8	37	5·9	6	56·3	11·4	7·6	6·2	4·1	18·1	5·3	9·9	16·0	8·2	11·3
1969	102·9	30·6	30	7·2	7	65.0	9·2	13·8	5·7	5·8	22·8	5·8	8·6	15·1	7·6	8·6
1970	88·5	29·9	34	8·5	10	50·1	7·8	7·4	5·7	2·7	19·3	5·2	7·7	14·3	8·0	10·3
1967 1st quarter	24·1	9·3	38	2·1	9	12·7	2·4	3·1	1·4	0·6	4·6	1·6	1·7	3·1	1·5	4·0
2nd quarter	18·5	6·4	34	1·1	6	11·1	1·3	1·8	0·8	0·7	4·6	1·4	1·5	2·5	1·4	2·7
3rd quarter	18·3	5·5	30	0·9	5	11·8	0·8	1·5	2·0	0·8	5·1	1·3	1·4	2·6	1·1	1·7
4th quarter	15·6	5·8	37	1·1	7	8·8	2·5	1·2	1·4	1·0	3·6	1·1	1·0	1·5	1·1	1·4
1968 1st quarter	21·6	8·4	39	1·4	6	11·8	2·5	1·6	1·4	1·4	3·3	1·3	1·4	3·4	1·6	3·7
2nd quarter	23·9	7·6	32	1·5	6	14·8	3·2	2·6	1·1	0·8	4·6	1·7	3·5	3·0	1·1	2·3
3rd quarter	28·2	12·1	43	1·5	5	14·6	4·2	1·9	1·4	1·1	5·7	1·3	2·4	4·6	2·9	2·7
4th quarter	24·3	7·7	32	1·6	7	15·0	1·4	1·5	2·2	0·8	4·5	1·1	2·6	4·9	2·6	2·6
1969 1st quarter	29·6	8·8	30	1·7	6	19·1	2·4	3·1	1·9	1·8	7·4	2·0	2·2	4·2	2·2	2·4
2nd quarter	26·7	9·3	35	1·6	6	15·7	3·7	1·8	1·5	1·6	5·9	1·5	2·2	4·7	1·9	1·8
3rd quarter	22·7	6·3	28	1·6	7	14·8	1·8	3·2	1·2	1·2	5·0	1·3	2·2	2·9	2·1	2·0
4th quarter	23·9	6·2	26	2·2	9	15·5	1·3	5·8	1·1	1·1	4·5	1·0	2·0	3·4	1·4	2·3
1970 1st quarter	22·6	6·6	29	2·5	11	13·5	1·7	1·7	1·3	0·6	5·1	1·1	2·5	5·1	1·9	1·6
2nd quarter	23·6	9·2	39	1·5	6	12·9	3·5	1·6	2·0	0·8	4·9	1·4	1·6	2·9	2·7	2·2
3rd quarter	21·8	7·2	33	2·5	11	12·1	1·5	1·6	1·2	0·7	5·1	1·4	2·2	3·3	1·5	3·4
4th quarter	20·4	6·9	34	2·0	10	11·5	1·1	2·5	1·2	0·5	4·2	1·3	1·5	3·0	2·0	3·1
1971 1st quarter p	18·2	4·6	25	1·7	9	11·9	1·7	1·9	1·0	0·7	4·7	0·9	2·2	2·1	0·7	2·3

Notes: The figures relate to schemes, 10,000 square feet and over, for both manufacturing and non-manufacturing industry approved during the periods stated: New buildings, extensions to existing premises and existing buildings turned to industrial use are included.

(†) The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act 1966 are the whole of the North Region, most of Scotland and Wales, and parts of the North West and South West Regions.

(‡) The figures in this column are Intermediate Area approvals as percentages of Great Britain totals. The places designated as Intermediate Areas under the Local Employment Act 1970 cover broadly the Yorkshire coalfield, North Humberside, North East Lancashire, parts of the Notts Derby coalfield, parts of South East Wales, Plymouth and Leith announced in June 1969 and the Bridlington, Filey, Oswestry, Okehampton, Tavistock, Edinburgh and Portobello employment exchange areas announced on February 18, 1971.

Percentages are calculated from figures expressed in thousands of square feet. All floor area figures are derived from records in which each case is rounded to the nearest thousand square feet.

(p) The figures for the first quarter 1971 are provisional.

Table B. Industrial development certificates approved (cases of under 10,000 square feet)

Million square feet

	Under 5,000 sq. ft. (0-4)			5 and under 10,000 square feet (5-9)		
	South East, East Anglia, East and West Midlands	Rest of Great Britain	Total Great Britain	South East, East Anglia, East and West Midlands	Rest of Great Britain	Total Great Britain
1967	2·7	0·6	3·3	6·6	4·5	11·0
1968	3·3	0·6	3·9	7·8	5·3	13·1
1969	3·6	0·7	4·3	8·2	5·5	13·7
1970	3·2	0·6	3·8	7·6	4·8	12·5
1967 1st quarter	0·8	0·1	0·9	1·9	1·2	3·2
2nd quarter	0·8	0·2	0·9	1·7	1·1	2·7
3rd quarter	0·6	0·2	0·7	1·4	1·0	2·4
4th quarter	0·6	0·2	0·8	1·5	1·1	2·7
1968 1st quarter	0·8	0·2	1·0	1·7	1·2	3·0
2nd quarter	0·6	0·1	0·8	2·0	1·4	3·4
3rd quarter	0·9	0·2	1·1	2·1	1·3	3·3
4th quarter	0·9	0·1	1·0	2·0	1·3	3·4
1969 1st quarter	1·0	0·2	1·2	2·1	1·7	3·8
2nd quarter	1·0	0·2	1·2	2·2	1·3	3·4
3rd quarter	0·8	0·2	0·9	2·0	1·2	3·3
4th quarter	0·8	0·1	0·9	1·8	1·3	3·1
1970 1st quarter	0·9	0·2	1·1	2·1	1·3	3·4
2nd quarter	0·9	0·1	1·0	2·1	1·4	3·5
3rd quarter	0·8	0·1	0·9	1·7	1·1	2·9
4th quarter	0·7	0·1	0·8	1·8	1·0	2·7
1971 1st quarter (p)	0·2	0·0	0·2	1·2	0·1	1·3

Notes:

1. Differences due to rounding.
2. The exemption limits, above which certificates are needed, were raised on December 15, 1970 from 3,000 to 5,000 square feet in the South East (except Isle of Wight), East Anglia, East and West Midland regions and from 5,000 to 10,000 square feet elsewhere. For developments up to the limits only certain types of cases need certificates.

(p) The figures for the first quarter 1971 are provisional.

Stocks and capital expenditure in certain distributive and service trades 1969

THE ESTIMATES of stocks and capital expenditure shown in the tables below are based on information returned in the annual inquiries which are taken under Section 1 of the Statistics of Trade Act, 1947. Short-term changes in stocks and capital expenditure are estimated from returns made voluntarily each month or quarter by firms in distributive and service trades and these are published regularly in *Trade and Industry*. However, many firms, particularly the smaller ones, are unable to supply information as frequently as each month or quarter and to correct any bias, information is obtained from a representative sample of businesses once a year.

Results

The results in Table 1 show that there was a fairly general increase in capital expenditure in 1969 compared with 1968. The main reasons for marked increases in expenditure on plant and machinery were probably the preparations for decimalization, the introduction of a general colour television service and a growth in leasing business by finance houses.

The end year level in stocks in the wholesale and retail trades again rose in 1969 but at a slightly lower rate than in 1968. The figures are given in Table 2.

Table 1. Fixed Capital Expenditure in certain distributive and service trades 1965-69

All businesses in the United Kingdom — Current prices £ million

1968 Standard Industrial Classification Minimum List Heading	Industry	Year	Fixed Capital Expenditure: New Building Work	Vehicles	Plant and Machinery	Total
702	Road passenger transport	1965	3·7	35·8	1·0	40·5
		1966	4·7	34·2	1·6	40·5
		1967 (†)	4·8	35·0	1·9	41·7
		1968 (†)	4·5	41·2	1·5	47·2
		1969	3·1	39·2	1·6	43·9
703 and 704	Road haulage contracting	1966	9·8	86·2	8·8	104·8
		1967	9·3	75·2	6·6	91·1
		1968	8·1	89·4	7·9	105·4
		1969	15·2	106·5	10·7	132·4
705	Shipping	1965	4·1	96·0	(‡)	100·1
		1966	3·4	95·4	(‡)	98·8
		1967	3·2	136·9	(‡)	140·1
		1968	6·8	240·1	(‡)	246·9
		1969	8·7	208·7	(‡)	217·4
810, 811 and 812	Wholesale distribution	1965 (§)	23·6	26·9	31·7	82·2
		1966 (§)	25·6	25·4	26·7	77·7
		1967 (§)	27·5	30·5	35·4	93·4
		1968	26·0	26·0	40·7	92·7
		1969	31·4	24·6	39·0	95·0
820 and 821	Retail distribution	1965 (§)	77·2	46·4	95·6	219·2
		1966 (§)	73·4	40·0	89·4	202·8
		1967 (§)	72·7	41·1	84·1	197·9
		1968 (†)	86·8	45·0	125·0	256·8
		1969	89·5	45·7	144·1	279·3
831	Dealing in coal, builders' materials, grain and agricultural supplies (wholesale and retail)	1965	6·7	11·5	5·6	23·8
		1966	6·5	10·6	5·5	22·6
		1967	6·8	11·2	5·6	23·6
		1968	5·7	12·3	6·5	24·5
		1969	4·6	11·3	6·2	22·1
832	Dealing in other industrial materials and machinery (‖)	1965	8·6	9·1	12·7	30·4
		1966	7·7	8·7	9·7	26·1
		1967	8·4	9·1	12·0	29·5
		1968	8·6	10·5	13·0	32·1
		1969	7·7	12·4	12·5	32·6
860	Insurance	1965	24·7	0·8	3·9	29·4
		1966	20·5	1·6	4·2	26·3
		1967	27·2	1·7	4·0	32·9
		1968	31·4	2·2	5·5	39·1
		1969	40·8	2·4	5·0	48·2
861 (part)	Banking	1965	26·3	0·3	11·6	38·2
		1966	33·9	0·6	14·3	48·8
		1967	42·0	0·4	22·0	64·4
		1968 (†)	45·1	0·5	31·9	77·5
		1969	42·8	1·1	44·3	88·2
862 (part)	Building societies and hire purchase finance houses (¶)	1965	3·7	6·5	25·9	36·1
		1966	4·5	4·5	23·5	32·5
		1967	4·7	8·3	25·6	38·6
		1968	4·8	10·6	53·6	69·0
		1969	6·0	17·4	60·9	84·3
881	Cinemas, theatres, radio, etc. (††)	1965	3·5	0·7	13·1	17·3
		1966	4·7	1·0	12·1	17·8
		1967	4·6	0·8	14·2	19·6
		1968	5·4	0·9	12·1	18·4
		1969	8·0	1·2	29·1	38·3

Table 2. Stocks in the wholesale and retail trades

All businesses in the United Kingdom — £ million Book values

1968 Standard Industrial Classification Minimum List Heading	Industry	Year	Level of stocks at December 31
810, 811 and 812	Wholesale distribution	1965 (§)	714·1 (‡‡)
		1966 (§)	756·2
		1967	782·3
		1968	860·7
		1969	909·1
831	Dealing in coal, builders' materials, grain and agricultural supplies (wholesale and retail)	1965	124·8 (‡‡)
		1966	127·7
		1967	130·4
		1968	139·9
		1969	143·5
832	Dealing in other industrial materials and machinery (‖)	1965 (§)	328·1 (‡‡)
		1966 (§)	333·8
		1967	351·9
		1968	402·3
		1969	453·8
820 and 821	Retail distribution	1965 (§)	1,266·3
		1966 (§)	1,320·8 (‡‡)
		1967	1,354·0
		1968	1,469·0
		1969	1,570·8

Table 3. Purchases and sales of land and existing buildings

All businesses in the United Kingdom — £ million

1968 Standard Industrial Classification Minimum List Heading	Industry	Year	Purchases	Sales
702	Road passenger transport	1968 (†)	1·4	0·5
		1969	1·1	0·7
703 and 704	Road haulage contracting	1968	3·5	5·9
		1969	4·9	5·0
810,811 & 812	Wholesale distribution	1968	28·8	8·6
		1969	25·5	19·7
831	Dealing in coal, builders' materials, grain and agricultural supplies	1968	2·7	4·0
		1969	2·7	5·5
832	Dealing in other industrial materials and machinery (‖)	1968	2·9	4·2
		1969	3·7	4·2
820 and 821	Retail distribution	1968	46·3	55·4
		1969	56·1	56·5
860	Insurance, banking, building societies and hire purchase finance houses (¶) (§§)	1968	67·7	24·3
861 (Part)		1969	115·0	18·5
862 (Part)				
881	Cinemas, theatres, radio, etc. (††)	1968	2·9	3·8
		1969	0·8	2·9

Notes for Tables 1-3

(†) Revised since last published to take account of additional information
(‡) Included under new building work
(§) These figures have been revised since last published and are now based on the 1968 Standard Industrial Classification
(‖) Excluding leasing carried on by Finance Houses and similar businesses
(¶) Including leasing carried on by these companies
(††) Incorporated businesses Great Britain only
(‡‡) Level obtained in the base year inquiry. The other figures are estimated levels based on the stock changes reported in the annual inquiries
(§§) Excluding property unit trusts

Estimates of purchases and sales of land and existing buildings are shown in Table 3.

Scope and coverage of the inquiry

The figures shown in the tables, except those for cinemas, theatres, radio, etc., which relate to incorporated businesses in Great Britain, are estimates for all businesses in the United Kingdom. Returns made in the inquiry relate to 'business units,' that is to say they generally covered the whole of the business of a firm or group of companies (excluding, however, any subsidiaries mainly operating overseas); where a firm or group was engaged in a number of different activities, separate returns for each main activity were required where possible. All figures in the tables are given in terms of the 1968 Standard Industrial Classification, and previously published figures in respect of 1965-1968 have now been revised to this basis.

Year of return

Firms were asked to make returns in respect of the calendar year 1969 but if this was not their year of account, a return for a business year ending on any date from April 6, 1969 to April 5, 1970, was accepted.

Description of terms used

Stocks are shown at the values adopted for balance sheet purposes; they do not include the stocks of companies mainly operating abroad.

Capital expenditure represents all expenditure charged to capital asset accounts or ranking as capital items for taxation purposes, including capital items bought on hire purchase and expenditure on the replacement of assets destroyed under circumstances (e.g., fire) which have given rise to an insurance claim. Expenditure on assets for use outside the United Kingdom is excluded and so is expenditure on intangible assets such as goodwill. New building work includes, besides the construction of new buildings, the extension or improvement of old buildings (including fixtures, e.g., lifts and heating systems) and expenditure on site preparation and other civil engineering work.

The purchase of newly constructed buildings is also included and so are architects' and surveyors' fees, legal charges, stamp duties, commission, etc. Expenditure on vehicles includes ships and aircraft as well as motor vehicles and is shown net, that is after deducting amounts received from vehicles disposed of during the year. Expenditure on plant and machinery includes other capital equipment (e.g., office furniture) and is also shown net of disposals.

Seen visiting Pye Telecommunications Ltd. in Cambridge are Mr. Hamid Al-Khadhi (right), Director General of the Iraq customs service and Colonel Hossein Abdul Jabbar, Head of the customs police in Iraq (centre) with Mr. Ron Wilson, Pye Telecoms area marketing manager. The visitors were particularly interested in studying the latest trends in radio telephony.

General index of retail prices for March

THE DEPARTMENT of Employment and Productivity announce that at March 16, 1971, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 149.0 compared with 147.8 at February 16. The rise in the index during the month was due to higher bus fares in many areas and higher prices or charges for many other goods and services.

Release dates of economic statistics to be published in May

THIS NOTICE is issued by the Central Statistical Office on behalf of the Government Statistical Service as a guide to the dates of publication of, major economic series in May. The dates are those which Departments or other organizations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of † release	Source
May:			
3 Mon.	Registered unemployed (final figures - April)	PN	D. of Emp.
	Employment in production industries (March)	PN	D. of Emp.
	Overtime and short-time working in manufacturing industries (March)	PN	D. of Emp.
	Car and commercial vehicle production (March)	PN	DTI
4 Tues.	London clearing banks monthly statement (April)	PN	CLCB
	Official currency reserves (April)	PN	Treasury
	Central Government borrowing requirement (March)	Fin. Stats.	CSO/Treasury
	Capital issues and redemptions (March)	Fin. Stats.	Bank of England
	Borrowing by local authorities (4th qtr.)	Fin. Stats.	CSO
	Weekly fuel statement	PN	DTI
6 Thurs.	Number of foreign visitors to Britain (March)	PN	DTI
	Consolidated Fund and National Loans Fund (April)	London Gazette	Treasury
10 Mon.	Hire purchase and other instalment credit business (March)	PN	DTI
	Retail trade (March)	PN	DTI
11 Tues.	Weekly fuel statement	PN	DTI
13 Thurs.	United Kingdom overseas trade (April)	PN	DTI
14 Fri.	Building Societies receipts and loans (April)	PN	BSA
	Crude steel production (April)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (1st qtr. prov.)	PN	DTI
17 Mon.	Index of Industrial production (March)	PN	CSO
	Turnover of the motor trades (March)	PN	DTI
	Turnover of the catering and service trades (March)	PN	DTI
18 Tues.	Slum clearances (1st qtr.)	PN	D.of Environment
	Housing starts and completions (March)	PN	D.of Environment
	House improvement grants (March)	PN	D.of Environment
	Weekly fuel statement)	PN	DTI
19 Wed.	Wholesale price index numbers (April)	T. & I.	DTI
	Consumers expenditure (2nd preliminary estimate 1st qtr.)	PN	CSO
20 Thurs.	Registered unemployed (prov May)	PN	D. of Emp.
	Unfilled vacancies (May)	PN	D. of Emp.
	Basic rates of wages and normal weekly hours (end April)	PN	D. of Emp.
22 Sat.	Retail price index (April)	PN	D. of Emp.
23 Sun.	National Savings monthly progress report (April)	PN	DNS
24 Mon.	Engineering industries deliveries and orders (March)	PN	DTI
25 Tues.	Electricity generation (April)	PN	DTI
26 Wed.	Central Government borrowing requirement (April)	Fin. Stats.	CSO/Treasury
	Capital issues and redemptions (April)	Fin. Stats.	CSO
27 Thurs.	Stoppages arising from industrial disputes (prov. April)	Gazette	D. of Emp.
	Monthly index of average earnings (Feb. and possibly March)	Gazette	D. of Emp.
	Bricks and cement production (April)	PN	D.of Enviornment
	Weekly fuel statement	PN	DTI

†PN = Press release

Deliveries and orders in the engineering industries

PROVISIONAL FIGURES are now available for January and February 1971 together with revised figures for the last quarter of 1970. Returns for the recent months have been affected by the postal strike and the response is, as yet, insufficient to finalize the 1970 figures. On the basis of these probably imperfect figures a comparison of the latest three-month period with the previous one show that

1. Total deliveries fell by 3 per cent due mainly to a 7 per cent decline in exports:
2. Total net new orders fell by 11 per cent in total to a level well below the average sustained during 1970.

Description of Statistics

To assist in the interpretation of trends, the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month-to-month variations are therefore kept under review and the seasonal adjustment factors are reassessed each year as another 12 months' experience become available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Engineering and electrical goods (SIC Orders VII, VIII and IX) seasonally adjusted (†)

Index numbers of the volume of orders and deliveries

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	118	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970p	126	141	135	107	138	133	155	151	143
1968 2nd quarter	104	122	124	96	122	127	129	125	117
3rd quarter	106	130	125	96	126	126	137	141	122
4th quarter	106	128	127	96	128	129	139	128	122
1969 1st quarter	110	139	128	97	133	130	152	155	125
2nd quarter	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	156
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	137	133	100	133	131	175	148	137
2nd quarter	122	145	135	102	137	132	186	169	142
3rd quarter	123	138	137	103	139	134	183	134	143
4th quarter p	126	145	137	107	142	132	185	154	150
1969 October	116	148	138	99	143	135	168	162	147
November	117	139	132	99	132	131	171	157	135
December	117	130	131	99	128	130	171	133	135
1970 January	120	155	130	102	147	128	176	176	135
February	119	122	131	100	119	130	176	133	135
March	118	135	138	100	134	136	175	135	143
April	119	137	134	97	110	133	185	213	137
May	119	131	128	99	141	127	181	101	130
June	122	169	142	102	160	137	186	194	157
July	122	126	131	101	124	130	186	130	131
August	123	152	138	103	150	136	188	157	141
September	123	136	142	103	143	136	183	116	156
October p	122	134	139	103	132	133	181	139	154
November p	125	157	133	105	144	129	192	187	145
December p	126	145	139	107	150	135	185	131	149
1971 January p	122	96	132	103	94	130	180	102	136
February p	123	139	131	104	139	129	181	141	137
Average:									
Latest 3 months	123	127	134	104	125	131	181	125	141
Previous 3 months	125	142	138	105	140	133	187	149	152
Percentage change‡	*– 2*	*–11*	*– 3*	*– 1*	*– 9*	*– 1*	*– 3*	*–16*	*– 7*

(†) At constant prices. p Provisional

(‡) In the case of orders on hand, the percentage changes compare the level at the end of the latest three months shown with the corresponding level three months earlier.

Aircraft noise at Heathrow and Gatwick airports, fourth quarter of 1970

HEATHROW AIRPORT, LONDON

MONITORING OF THE noise of departing turbo-jet engined aircraft continued during the fourth quarter of 1970.

The results are set out below, together with comparable figures for the same period in the previous four years:

Departing aircraft

Number of jet day departures	23,964
Number of jet day departures monitored	22,965 (95·8% of total)
Percentage exceeding the permitted noise level of 110 PNdB	1·04
Number of jet night departures	1,214
Number of jet night departures monitored	1,166 (96·0% of total)
Percentages exceeding the permitted noise level of 102 PNdB	3·9

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1966	11,316	0·8	475	2·1
1967	12,371	2·6	649	1·2
1968	14,298	2·2	820	2·6
1969	16,361	1·5	1,152	4·3
1970	22,965	1·0	1,166	3·9

Arriving aircraft

During the quarter 736 aircraft (2.3 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees. Six aircraft (0.8 per cent of those monitored) were off the approach path and explanations were obtained from the operators concerned.

Figures for this quarter and the same period in the four previous years for comparison are as follows:

Year	Number of Aircraft Monitored	Percentage Infringements
1966	1,528	0·7
1967	1,339	0·3
1968	1,136	0·5
1969	1,482	0·3
1970	736	0·8

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing turbo-jet engined aircraft continued during the fourth quarter of 1970.

The results achieved are set out below:

Number of jet day departures	5,112
Number of jet day departures monitored	3,956 (77·4% of total)
Percentage exceeding the permitted noise level of 110 PNdB	0·1
Number of jet night departures	358
Number of jet night departures monitored	292 (81·6% of total)
Percentage exceeding the permitted noise level of 102 PNdB	1·0

Noise monitoring commenced at Gatwick in 1968 and figures for the two previous fourth quarters, together with this quarter's results, are below for comparison:

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1968	2,124	0·4	94	13·8
1969	2,764	0·04	218	Nil
1970	3,956	0·1	292	1·0

Arriving aircraft

Monitoring of the approach path of arriving aircraft at Gatwick began in November 1969 using modified GCA equipment on runway 27 only. 416 aircraft were monitored (4.7 per cent of total approaches) of which three (0.7 per cent of those monitored) infringed the approach path; these three cases were referred to the operators. Figures for this quarter and for November and December 1969 are set out below for comparison:

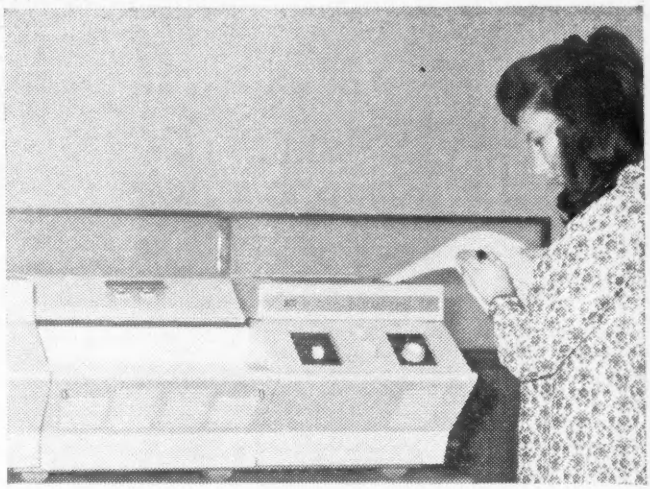
Year	Number of Aircraft Monitored	Percentage Infringements
1969 (part quarter)	102	2·2
1970	416	0·7

Notes:

General. Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were in fact noisier or quieter than in previous years.

Heathrow. The difficult weather conditions referred to in the second and third quarter analyses continued during the fourth quarter of 1970 and both No. 1 and No. 5 runways were closed for annual maintenance during this quarter.

Gatwick. The monitoring rate was affected by adverse weather conditions in December.



In Marks and Spencer's export department at its head office in Baker Street, London, a model 209 automatic dry copying machine supplied by the 3M Company helps ensure that export documentation is processed smoothly. Marks and Spencer's export sales last year were more than £8 million and its products were sold in selected stores in more than 60 countries. The 209 machine recently replaced a manual copier which was incapable of coping adequately with a volume in excess of 1,100 copies a week.

USE THE BBC EXPORT PROMOTION SERVICE

How do you let the world know about your products?

One way – and it is a most effective method according to many British exporters who have reaped the benefit – is to get your products mentioned on the BBC overseas radio broadcasts.

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the expert knowledge of its specialist reporters. Products and manufacturers are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers.

The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, Ext. 2393/2039 or write: Export Liaison Manager, BBC External Services, Bush House, London, WC2B 4PH.

Exhibitions and Fairs

Railway industry to go 'on show' in Russia

There will be a British section in the first ever Rolling Stock Exhibition which is to be staged in Moscow from July 1-20. Participation by the Railway Industry Association is being arranged under the Department of Trade and Industry's joint venture terms.

'The exhibition will be attended by senior Soviet officials and railway engineers and operators from throughout the Soviet Union and Eastern Europe,' said Mr. W. Pickett of the RIA.

'In understand that approximately 45,000 invitations have been issued,' he added.

The focal point of the British section will be a British Railways Mark IID air-conditioned coach, of a type scheduled to enter service in Britain this summer and built by British Rail Engineering Ltd.

A wide range of railway equipment will also be exhibited, including air-conditioning equipment, brake equipment, auxiliary electrical equipment, bearing materials, windscreens, rolling stock, fire-fighting and washing equipment, points heaters and water sterilizers.

There will also be facilities for the presentation of lectures on railway subjects to specialist audiences.

Participating British companies include Avon Rubber Co. Ltd., BRE-Metro Ltd., Davies and Metcalfe Ltd., Girling Ltd., Graviner (Colnbrook) Ltd., Railko Ltd., Smith Bros. & Webb Ltd., Stone-Platt Crawley Ltd., Triplex Safety Glass Co. Ltd., Woodhead Manufacturing Co. Ltd., and G. D. Peters and Co. Ltd.

DTI stand at engineering '71 exhibition

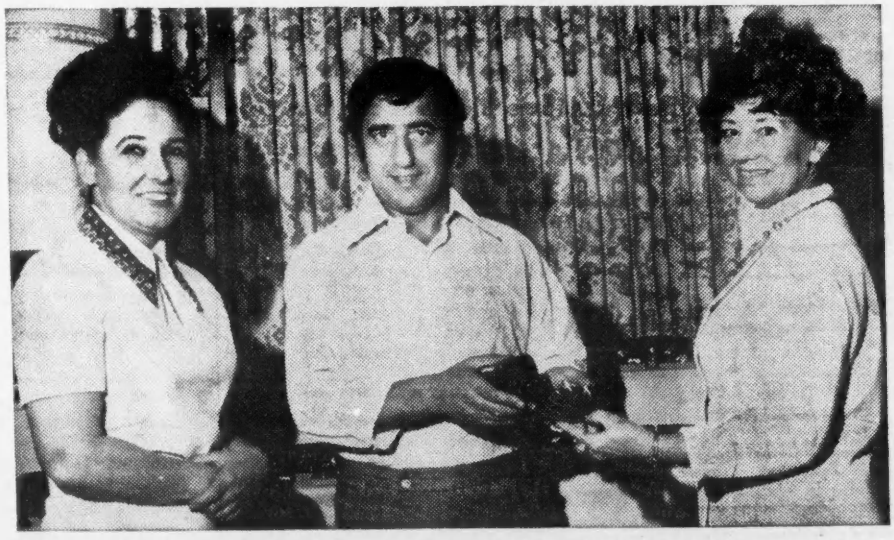
PRODUCTIVITY AND industrial services sponsored by the Department of Trade and Industry have been featured on the DTI stand at the Engineering '71 exhibition at Earls Court, April 21-29.

The National Physical Laboratory demonstrated the use of an ultrasonic immersion tank to measure the velocity of longitudinal or shear waves of materials in a wide range of direction. This equipment is used for the determination of the elastic constants of highly anisotropic materials such as composites. Examples of industrial corrosion problems which have been solved by the Corrosion Advisory Service at NPL have also been on show.

Three new developments from the Cranfield Unit for Precision Engineering were shown: precision rotary tables for engineering metrology and light machining processes, a series of electronic modes for control and instrumentation associated with high precision machines and processes, and a large gauge measuring machine.

The Computer Aided Design Centre gave demonstrations using a link to the Atlas Computer at the Centre in Cambridge. The programs demonstrated at the exhibition included design of continuous prestressed concrete beams, bottle design, and a multi-head gearbox design. The centre's role is to develop, prove and encourage the use of computer aided design techniques throughout the engineering industry.

Information on the following Services to industry have been available at the exhibition: National Materials Handling Centre, Tribology Centres at Leeds, Risley and Swansea, the British Calibration Service, Technology Reports Centre and the South East and Eastern Regional Offices of DTI.



Mr. G. Golombeck, of Hatton China Co. Ltd., London, with buyers at the Western Boutique Men's Show, held in San Diego from March 27-31 *(report page 204).*

Successful participation at Danish building show

BY W. H. FREEMAN, SECOND SECRETARY (COMMERCIAL) BRITISH EMBASSY, COPENHAGEN

CLOSE ON 80,000 people visited Scandinavia's largest exhibition of building materials, 'Building for Billions', held at the Bella Centre, Copenhagen from March 26-April 4. The organization and presentation followed the high standard set by its predecessor in 1969.

It was divided into seven product groups relative to the different stages of the building process. This logical division made for a harmonious whole with an excellent layout.

There were 300 exhibitors from all parts of Europe and the United States and national stands by Spain, Portugal, Italy and East Germany.

Within the exhibition there was a British joint venture organized by the Building Materials Export Group with the co-operation of the Department of Trade and Industry.

A dozen British firms, covering a wide range of building materials, participated. Each had its stand within its appropriate product group.

The official opening of the event was attended by the British Ambassador to Denmark, HE Mr. C. M. MacLehose, who then later toured the British stands.

On March 29 the exhibition was visited by Mr. Paul Channon, Parliamentary Under-Secretary of State at the Department of the Environment, who also attended a reception given by the Building Materials Export Group on the same day.

Well pleased

Talking to the British participants at the end it was obvious that they were well pleased with the joint venture and the exhibition as a whole. There was good attendance and serious trade interest which was reflected in orders received.

They considered the splitting up of the British exhibitors between the product groups to be an advantage since this made sure that their products were seen by the expert visitor in the various building fields.

A number of exhibitors commented on the multi-national character of the trade visitors who came not just from Scandinavia but from all parts of Europe and North America.

One British participant summed the general feeling up by saying that this show was now an established event which any export-minded company in the building field should consider taking part in.

British commercial information office at Hanover Fair

At this year's Hanover Trade Fair (April 23-30), there is an official British commercial information office in the *International Treffpunkt*, Room 34-35, which is situated in the Mittelallee.

It is manned by members of the commercial department of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

The function of this office is to receive commercial inquiries from buyers and agents, maintain close links with the Department of Trade and Industry and to assist British exhibitors with their commercial activities.

Should you wish to contact this office, the telephone number is Hanover 89-3211 and 89-3251 The telex number is 9248323 and the answer back is BRGR D.

The British Consulate-General in Hanover also has telex facilities, and the number is 923263, answer back BCGHND.

Barbados and the Windwards

with the eight modern cargo ships of the Geest Atlantic Fleet. A fast efficient freight service linking Barbados, Dominica, St. Vincent, Grenada and St. Lucia. Sailings every week of the year from Barry and Preston.

Fast freight service

GEEST LINE

Spalding, Lincolnshire PE11 2AL
Tel: Spalding 3901 · Telex:32235

Port Offices: Freight Sales & Continental Container Office: **Hornby Dock,** Bootle 20, Liverpool, Lancs. Tel: 051 922 6383. Telex 627263. **Albert Edward Dock,** Preston, Lancs. Tel: 0772 729261. Telex 67642. No. 2 Dock, Barry, Glamorgan. Tel: 044-62 78131. Telex 49428.
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: **Killick, Martin & Company Ltd.,** Dunster House, 20 Mark Lane, London EC3. Tel: 01-623 3100. Telex 888214. **Killick, Martin (Southampton) Ltd.,** 100 Canute Road, Southampton SO1 1AG. Tel: 0703 32711. Telex 47444. **Killick, Martin (Birmingham) Ltd.,** St. Martin's House, Bull Ring, Birmingham 5. Tel: 021-9051. Telex 338807. **R. M. Beveridge & Co. Ltd.,** 14 St. Vincent Place, Glasgow C1. Tel: 041-221 3615/7. Telex 778118. 54 Commercial St., Dundee. Tel: Dundee 22131. Telex 76353. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031-554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

RECMF

International
LONDON ELECTRONIC COMPONENT SHOW
Olympia London
May 18th to May 21st
1971

Promoted by the Radio and Electronic Component Manufacturers Federation

Up-date your electronics

Keep up with the times at the International London Electronic Component Show.
The world of electronics moves fast, and LECS '71 is an integral part of that progress.
It is the great international occasion which pin-points world progress in components, instruments, test equipment and materials.
The 1971 show is the biggest yet—wider in scope—completely international. The governments of America, France and Russia sponsor important national prestige demonstrations.
Olympia displays 15,000 sq.m. of world progress in the world's most progressive industry.

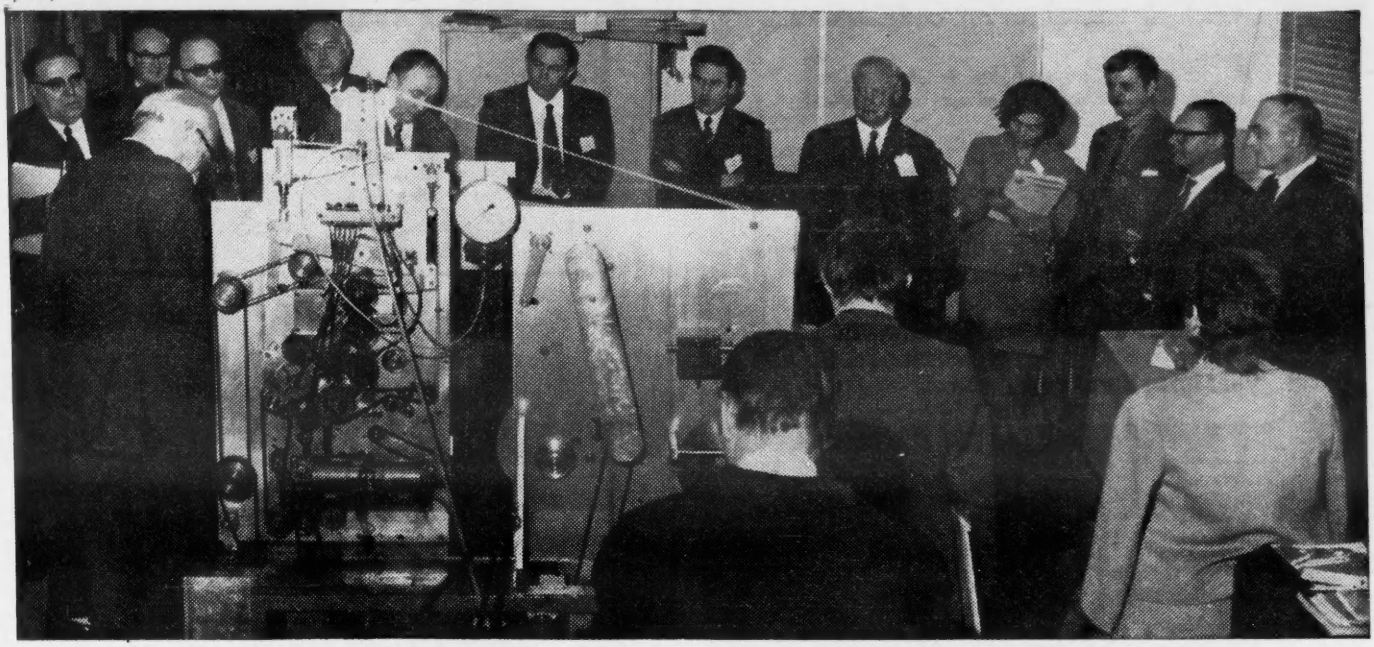
LECS '71—International pivot of electronics

Admission: by ticket obtainable only from exhibitors, or 25p at entrance.
Times: 10.00 to 18.00 hrs. daily.

LECS '71 coincides with an important conference, "Forward into the 70's," organised by the Electronic Components Board, at the Royal Garden Hotel, Kensington.

An OIE Exhibition | Member aeo

INDUSTRIAL EXHIBITIONS LIMITED
9 Argyll Street, London W1V 2HA



Twenty editors of leading overseas printing journals visited the United Kingdom from March 29-April 2 in connection with IPEX 71 – The Twelfth Internationa Printing Machinery and Allied Trades Exhibition to be held at Olympia and Earls Court, London, from July 13-24. During their visit the editors toured a number of printing works and establishments in the London area and social functions organized in their honour included a reception by the British Printing Machinery Association Ltd. and a lunch on behalf of the Honorary Advisory Committee of IPEX 71. Industrial and Trade Fairs Ltd., the exhibition organizers were responsible, in association with the British National Export Council, for all travel, accommodation and entertainment arrangements. Here, the editors are seen during their visit to PIRA (Printing and Packaging Industries Research Association) at Leatherhead, Surrey.

Colour to the fore at Western Boutique Men's Show

BY ROBINA COLVILLE, VICE-CONSUL (COMMERCIAL) BRITISH CONSULATE-GENERAL, LOS ANGELES

SPORTSWEAR, KNIT FABRICS and colour was the message at the Western Boutique Men's Apparel market held at the Stardust Hotel in Mission Valley, San Diego, from March 27-31.

The intensified demand for sportswear as dressing becomes more and more casual on the West Coast was reflected in the show with the young, 'with-it' retailer being particularly well catered for.

MAGIC (Men's Apparel Guild of California) ran their spring show at the same time at a nearby hotel in San Diego. MAGIC is a long-established organization whose members and exhibitors are strictly restricted to California manufacturers, but even with the drawing power of two shows, the attendance of buyers in San Diego was disappointing.

Those who came seemed reluctant to make up their minds about what to order for Fall, and tended to put off buying at least for another month or two by which time the complete Fall collections would have been presented to them.

Joint venture

A small British group of nine manufacturers, led by Mr. Julian Clifford, director of the menswear division of the Clothing Export Council, participated in a joint venture sponsored by the CEC.

At least eight of the nine participants took some orders, and two or three achieved quite a good measure of success. By the end of the show we were informed that £30,000-worth of immediate business was written and that this figure could easily expand to £100,000 during the next two or three months as follow-up business.

There was considerable enthusiasm by some department store buyers for the Chester Martin high-fashion apparel such as T-shirts and sports shirts. The fact that this company warehouses in the United States worked greatly to their advantage.

Hatton Chain Co. was another manufacturer who achieved success with men's jewellery. The unusual packaging in the shape of a miniature man's bowler hat contributed greatly to the success of this line.

Other companies in the group were Fox Brothers Ltd., suits for the younger man; Sabre Sportswear, Fair Isle vests and casual knitwear; Daylin Ltd., high-fashion shirts; Weston Street Mills, hand-made ties; S. Sinclair Ltd., blazers, jackets and pants; Lybro, jeans and corduroy suits, and Mr. Harry, fashion shirts.

As well as taking orders, three manufacturers met local firms who were interested in acting as their agents or distributors.

It was evident that those firms who either stocked in the United States, or had active local sales representation and could deliver within six weeks, were the most successful.

British fashion trends are closely watched by knowledgeable West Coast buyers and there is a definite interest in what Britain has to offer.

It is hoped, therefore, that British manufacturers who are seriously interested in this market will be persistent in their efforts even though the beginning may be slow because this is a lucrative market and an upswing in the economy is expected in the months ahead.

(*Picture, page* 202)

Increased business transacted at WESTEC

FROM THE CALIFORNIA TRADE DRIVE OFFICE, BRITISH CONSULATE-GENERAL, LOS ANGELES

FOR THE fifth consecutive year the Machine Tool Trades Association, with the support of the Department of Trade and Industry, sponsored a joint venture at the WESTEC Machine Tool Show, Los Angeles, California, held from March 8-12.

There were 280 exhibitors, 40 per cent down from last year, including five Italian, one Polish, one Canadian, one Swiss, six Japanese and eight British.

The British companies included Agemaspark of High Wycombe, exhibiting their range of electro-discharge machine. Ajax Machine Tool Co. Ltd. of Audenshaw, Manchester, showing their range of machine tool accessories. Herbert BSA Ltd. of Coventry, showing their 3-M automatic turret lathes. Jones & Shipman Ltd. of Leicester, exhibiting section of their grinding machine range. James Neill (Sheffield) Ltd., showing their range of accessories of machine tools, and Startrite Ltd. of London, who displayed their range of band saws.

One British company exhibited on its own account, namely Hey Machine Tools Ltd., who showed their double-ended facing and centreing machine, and Rank-Scherr Tumico showed a portion of their optical inspection equipment range. In addition the Californian agent for A. J. Morgan & Sons of Lye Ltd. exhibited his principal's 6ft. shear and a Clausing-Colchester set lathe was exhibited on the Ajax stand.

Decision makers

The number of visitors attending WESTEC 71 was also 40 per cent below the previous year's level, but exhibitors seemed unanimous in their opinions that the number of decision makers was little changed. It was the sightseers who stayed away. This would appear to be reflected in the increased business done by the British exhibitors this year compared with last year's figures for at the time of writing, approximately $160,000 worth of business has been done as a direct result of exhibiting at WESTEC 1971.

It is interesting to note that a considerable amount of this business was placed with the comparatively small yet innovative British manufacturer of EDM Machinery, Agemaspark, although there was the usual consistent

(*Continued on next page*)

demand for the quality products at competitive prices of most of our other exhibitors.

In addition to the exhibits mounted by the British and United States companies, the Machine Tool Trades Associations of Japan, Italy and Poland also sponsored national exhibits. The quality of the British presentation was way ahead of anything provided by the competition and received the compliments of American businessmen.

WESTEC 72 will be held in the new Convention-Exhibition Centre in downtown Los Angeles which is due to be opened by President Nixon in July of this year. A return to more normal attendance of both exhibitors and visitors is expected as a result of the attraction of the new venue as well as the long awaited upturn in the economy in the coming months which economists claim is beginning to make itself felt.

According to the organizers, prime space for WESTEC 72 is at a premium and we have tentatively secured excellent accommodation in the main hall, amounting to 5,000 sq. ft. on behalf of British companies who may wish to exhibit next year.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holi- and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

Major British food promotion for Canada

A MAJOR British food promotion in Toronto, Canada, sponsored by the Department of Trade and Industry and the food, drink and tobacco group of the British National Export Council's Canada Committee will be held from May 12-29.

The British Food Fortnight will promote the products of 50 suppliers through 26 supermarkets covering metropolitan Toronto and the two leading department stores.

The BNEC Canada group chairman, Mr. Norman Wood, described the promotion as 'the largest British food promotion to be held outside of a British Week.'

'Overall, British goods will occupy a much greater space in the stores than is usually the case, particularly new lines bought in for the promotion.'

The promotion is being organized in Toronto by the British Canadian Trade Association in collaboration with the British Post.

It will be supported by an intense advertising and public relations campaign and all British food products will carry adhesive cube emblems ensuring easy identification on the shelves. Other special point-of-sale and display material will also be available.

Stores are providing space for demonstrations and facilities for the distribution and collection of entry forms for competitions which will run in conjunction with the promotion.

Major stores participating include Atlantic and Pacific, Dominion, Loblaws, Pickering Farms, Steinbergs, Eatons and Simpsons.

Exports of British food, drink and tobacco to Canada in 1970 totalled £19.4 million, an increase of 24 per cent on the 1969 figure of £15.6 million.

BNEC Canada food, drink and tobacco group members, Mr. Brian Mountford and Mr. John Parkin, will visit Toronto during the promotion.

Aiming at world markets

INTERNATIONAL LAUNDRY and dry cleaning machinery manufacturers exhibiting at the International Laundry, Dry Cleaning and Allied Trades Exhibition at Olympia, London from September 9-18 will take advantage of the availability of steam to have working demonstrations of their equipment.

The emphasis on all the stands displaying equipment and ancillary products will be on world markets. There are more overseas exhibitors than ever before, and the indications are that there will be even more buyers from abroad than at any previous United Kingdom laundry trade show.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

OVERSEAS COMMERCIAL POSTS

Over 200 official posts in all the main centres of the world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of April 7 issue.

Our picture shows a general view of the Engineering '71 exhibition which consists of two major exhibitions running concurrently in London from April 21-29. These are the London International Engineering and Marine Exhibition, at Earls Court, and the International Welding and Metal Fabrication Exhibition, at Olympia. This picture is of the International Welding and Metal Fabrication Exhibition.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

INWARD MISSIONS

Hungarian computer specialists visit UK

THE British Computer Society were hosts recently to a four-member delegation, led by Prof. Ivan Kadar, from the Neumann Jaanos Hungarian Computer Science Society. Primary object of the visit was to study management information systems. A series of visits to major British companies was arranged.

The first data bank computer system designed for a foreign trade application is soon to start working in Hungary.

Visit by German food buyers

FOLLOWING the success of the recent inward mission from Swiss food buyers, the British Food Export Council have arranged a similar mission from Germany. Eight buyers, representing four of the largest German retail groups, are members of an inward mission visiting the United Kingdom today and tomorrow (April 28/29). Highlight of a full programme will be a meeting with representatives of 20 British food manufacturers at sample shows by BFEC at their Haymarket offices in London.

West Germany represents a £6 million market for the British food industry with such items as confectionery, meat, jams, sauces, etc., and continues to offer many opportunities for an increasing range of foodstuffs.

The mission is a preview to British participation at the world-famous food exhibition, ANUGA, in Cologne, and the British Trade Week, Hamburg, later this year.

EXPORT TOURS

American tour

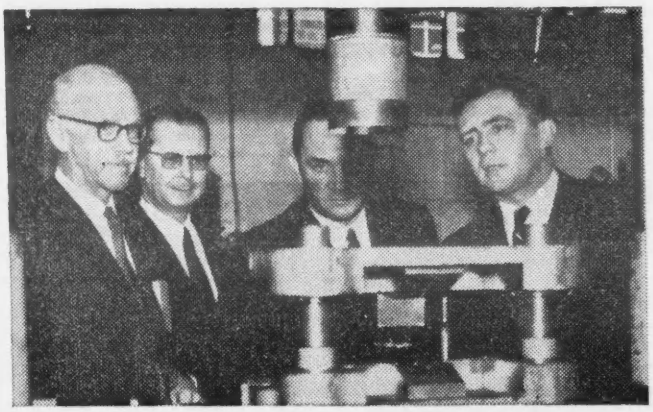
MR. PETER BARKER, group managing director of J. H. Fenner & Co. (Holdings) Ltd., and Mr. Geoffrey Samuelson, chairman of Fenner International, left recently for the United States. They will be away for about a fortnight and will be visiting Fenner associates in Indiana and Michigan, also spending some time at the new Fenner conveyor belt manufacturing company in Middletown, Connecticut.

Far East trip

MR. B. R. RAMSAY, a sales promotions supervisor, GEC Medical Equipment Ltd., left recently on a sales promotion trip to the Far East. His tour will cover 10 countries over a six-week period. In addition to promoting sales, Mr. Ramsay will evaluate the potentiality of agencies in these areas where the market is rapidly expanding.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*



The chairman and production manager of SA Bezault, a leading French manufacturer of lever door handles, recently visited Archibald Kenrick and Sons Ltd. In this picture the operation of a 'try-out' press in Kenrick's West Bromwich factory is watched by (left to right) Mr. Donkin, technical director; M. Duche, branch agent for EMB Ltd.; M. Batard, production manager of SA Bezault and M. Desjonquers, chairman of SA Bezault.

Watching work in progress at the Seaforth Dock Project, Liverpool, are (from left to right): Rear Admiral Harjono Nimpuno, Director General, Ministry of Sea Communications, Indonesia; Mr. J. Metcalf of Rendel, Palmer and Tritton, the consulting engineers for the Seaforth Project; Dr. Hussein Umar, the Ministry of Sea Communications representative in Europe; and Mr. George Holt, deputy chairman of The Ocean Steam Ship Company. Also with the party was Captain M. J. P. Hahijary, president director, Djakarta Lloyd (the Indonesian national shipping line) and chairman in Djakarta of the Indonesian/European Freight Conference.

FOR FAST OVERLAND SERVICE Car Carriers, Containers, Low Loaders, Box, Tilt and Refrigerated T.I.R. Trailers

GROUPAGE & FULL LOAD TO AND FROM

ENGLAND, HOLLAND, GERMANY, SCANDINAVIA, FRANCE, ITALY, SWITZERLAND

TURKEY, GREECE, BULGARIA, YUGOSLAVIA, ROMANIA, IRAN, IRAQ, KUWAIT, SYRIA, LEBANON, JORDAN, BAHREIN, ABU DHABI, DUBAI, MINA KHALID, DOHA, JEDDAH, RIYADH, DAMMAM, DHAHRAN, AFGHANISTAN, PAKISTAN.

ECONOMICAL RATES: SEA TO BEIRUT, ISTANBUL, ISKENDERUN, LATAKIA, HENCE BY ROAD: ABU DHABI, DUBAI, BAHREIN, KUWAIT, DAHRAN, DOHA, JEDDAH, RIYADH, AMMAN, DAMASCUS, BAGDAD

HEAD OFFICE: LONDON, GILLIES STREET, N.W.5. Tel. 01-267 3221. Telex. 267 717.

T.T.T.

OFFICES IN: ROTTERDAM, PARIS, BASLE, HAMBURG, DUISBURG, MUNCHEN, TORINO, MILANO, PIREAUS, ISTANBUL, ANKARA, IZMIR, ISKENDERUN, MERSIN, TEHRAN, BAGDAD, DAMASCUS, LATAKIA, BEIRUT, KUWAIT

WAREHOUSING & CONTAINER DEPOT ALSO AT YOUR SERVICE

The Chartered Bank's two branches are as much a part of Bangkok as the floating canal markets or the monks in their traditional saffron robes.

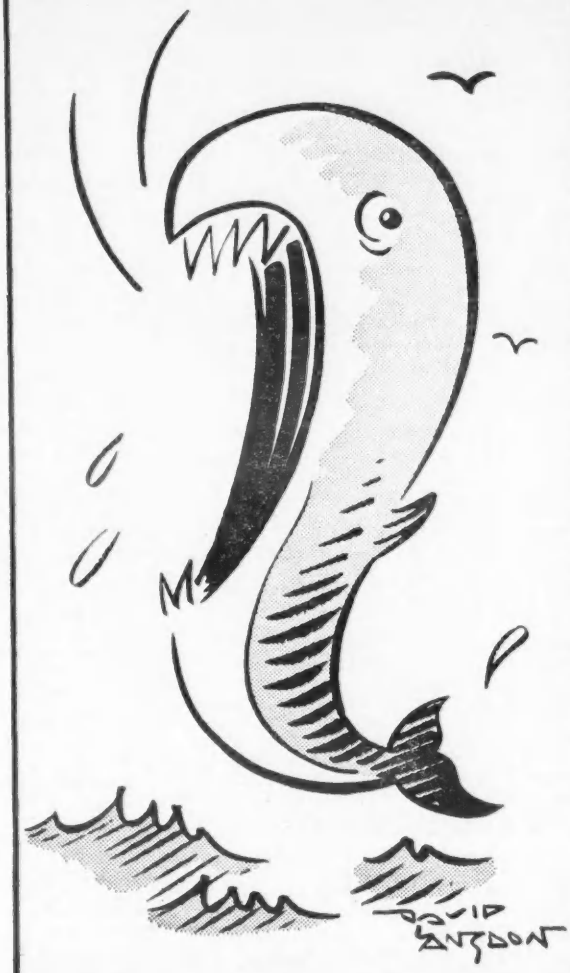
The Chartered Bank, with its subsidiaries and associates, forms the largest British banking group in the East, where it has operated for more than a century. Each office is a *local* bank, whether in the Middle East or Asia, or in Europe or America. Each too is an *international* bank, keeping its expert knowledge readily available to the other members of the group. As a result here in the United Kingdom we can offer an unrivalled information service covering export and investment opportunities abroad.

We have an efficient Trade Promotion Department specialising in services to the exporter. If these services interest you please contact any of our branches in London, Manchester or Liverpool.

The Chartered Bank

HEAD OFFICE: 38 BISHOPSGATE, LONDON E.C.2.

A MEMBER OF STANDARD AND CHARTERED BANKING GROUP LIMITED



Self-opening and closing hatches...

Just another feature of a fast, modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS and SOUTH and EAST AFRICA.

WE CARE FOR YOUR CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool L2 8UF, and Fountain House, Fenchurch Street, London, EC3M 5EE.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£400,000 order completed

An order worth £400,000 for two of the world's largest continuous automatic pipe-wrapping installations was completed recently by Beverley Chemical Engineering Co. Ltd., Billingshurst, Sussex, for the Huta Ferrum pipe mill at Katowice in Poland.

The installations, commissioned in Poland under the supervision of Beverley engineers, provide, at the point of pipe manufacture, corrosion-proof coatings of either bitumen or plasticized coal-tar enamel and glass-fibre tissue for steel pipes, destined to become part of underground pipelines.

Spanish orders worth £200,000

Orders worth £200,000 have been received from Spain by Perdisan Ltd., Watford, for patented non-mains toilets. The orders have been placed through Perdisan's sole agent in Spain, Cofex SL, with whom the United Kingdom company has now set up Perdisan (Española) in Barcelona specifically to produce the sanitary powder X80 used as a deodorizing and sterilizing agent in the toilets.

Coil boilers for Venezuelan oil recovery

An order valued at about £160,000 has been placed with ME Boilers Ltd., Fengate, Peterborough, by Bataafse Internationale Petroleum MIJ, The Hague. The order, for high-pressure coil boilers for oil recovery by steam injection at Lake Maracaibo, Venezuela, follows previous orders totalling £750,000 placed with the company in 1970 by Bataafse.

Equipment for Brazilian oil refinery

Mimic Diagrams and Electronics Ltd., Crayford, Kent, have won another large Brefcon order for their 'Translarm' multi-way alarm annunciators and associated electronic display/control equipment. Worth £20,000, the order has been received from Petrobras – the Brazilian oil refining company – through their main United Kingdom contractors. It comprises several hundred alarm monitoring modules, with associated plug-in trip amplifier units and signal converters.

All the equipment is destined for the Refinaria do Planalto Paulista, near Sao Paulo, which is at present undergoing an extensive re-planning phase.

Mill to be built in Britain

A 16-stand Morgan copper-wire rod mill, purchased by Centrozap, Katowice, Poland, is to be built by The Bronx Engineering Co. Ltd., Lye, Stourbridge, Worcs. The mill, designed by Morgan Construction Co. of Worcester, Massachusetts, United States, will form the key unit for fabricating wire bars produced from the new copper ore deposits now under active development by the Polish copper industry.

Bronx already have a number of metal processing and finishing installations in Poland.

Nearly £500,000 orders in six months

World-wide contracts valued at nearly £500,000 have been received by Rotork Controls Ltd., Bath, for their new generation valve actuator, Syncropak 2, since it was introduced six months ago.

Orders for the actuator span applications in the oil, power generating, shipbuilding, mining, iron and steel, sewage, gas and chemical industries. Nearly half the total is for known projects in Scandinavia, Europe, South America, Africa, the Middle East and the Far East. The remainder are either for United Kingdom applications or for indirect export on customers' plant.

Yugoslavian order

An order worth over £300,000 has been won by Francis Shaw & Co., the Manchester based engineering group specializing in machinery for the rubber and plastics industries. The contract, placed with Masino-Implex, Zagreb, is for 'Bag-o-Matic' presses for vulcanizing truck tyres. The automatic machinery will be installed at the tyre factory of Borovo.

Francis Shaw now have an export order book worth over £2.5 million.

Third STOL aircraft for Gulf area

Newly arrived in Bahrein is a third Short Skyvan light STOL transport aircraft for Gulf Aviation, the regional airline of the Arabian Gulf and a BOAC associate company. The order was placed in January, only a few weeks after Gulf put its first two Skyvans into service, but was announced on April 7.

Like the first two aircraft, the third Skyvan has been bought for the growing contract charters the airline flies for oil companies around the Gulf. The first two are employed in support of Petroleum Developments (Oman) Ltd., the third will handle similar work for the Abu Dhabi Marine Corporation.

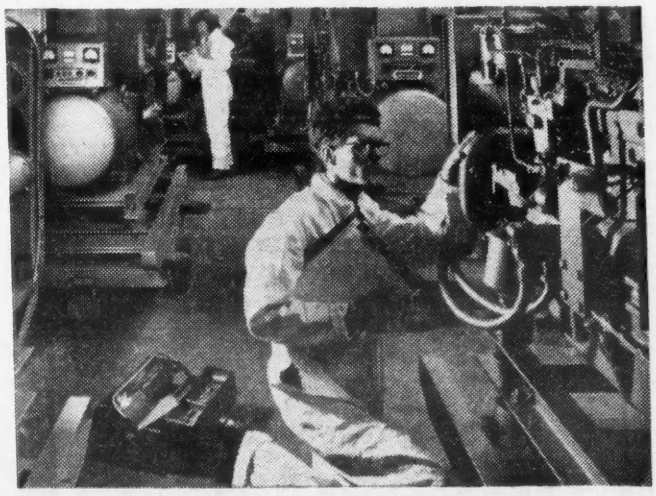
With this new order there will now be nine Skyvans operating in the Gulf area, where six also serve with the Sultan of Oman's Air Force. A total of 59 have now been ordered by 31 civil, military and governmental operators.

European sales analysed by computer bureau

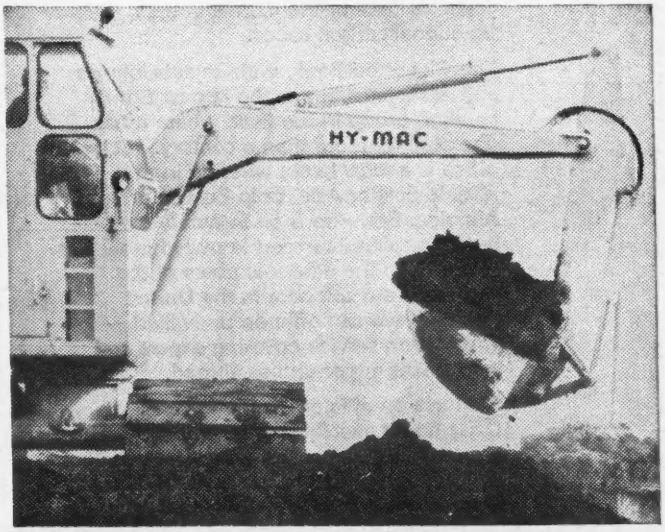
The New Zealand Apple and Pear Marketing Board is using computing facilities provided by Baric Computing Services Ltd. in London to maintain records of fruit delivered to various agents in the United Kingdom and Europe and to analyse sales throughout the Continent. The Board exports over two million cases of apples and pears to the United Kingdom and Europe each year and 60 per cent of them are consumed in this country.

When a new consignment of fruit is received from New Zealand, agents throughout Europe advise the Board's London office of the quantity delivered to them. In addition, they also supply a daily sales return, showing, in detail, the amount and value of fruit sold or transferred to other agents. Each week during the season, the Board will supply this information to Baric's bureau in London, together with details of amounts (in sterling) accredited to its bankers as a result of payments made to them by agents.

The information will be fed into an ICL 1905 computer, which maintains details of the 50 or so agents handling the fruit and the exchange rate for currencies of each country in which the goods are sold. Sales ledgers and stock records will be up-dated by the computer and various print-outs will be provided and returned to the Board's London office.



Picture shows parts of a batch of 50 kVA diesel electricity generating sets being checked out at the Loughborough works of the Morrison Group before despatch to Fiji and other South Pacific islands. Generating sets of this and other types are supplied to 49 countries. The three companies in the Morrison Group – A. C. Morrison (Engineers), Morrison Pumps and MIE (Power) – export 74 per cent of their total production of centrifugal pumps, generators and high pressure washing and painting equipment.



Bord na Mona, the Irish Peat Development Authority, and the largest producer of peat fuel outside the USSR, is increasing its HY-MAC fleet to 26 machines with a further order for 10 HY-MAC 580C all-hydraulic excavators. Picture shows one of the fleet in operation on drainage maintenance and development throughout the Board's 52,000 hectares (130,000 acres) of peat bog, which vary in depth from 6m to 9m (20 ft. to 30 ft.).

Coil boilers for Holland

ME Boilers Ltd., Fengate, Peterborough, have received an order valued at £100,000 from Bataafse Internationale Petroleum MIJ, The Hague, for high-pressure coil boilers. The units will produce saturated steam for heavy crude oil recovery purposes. This order, the first from Holland, was obtained in face of strong Dutch competition.

Bearings for Brazilian steelworks

The Skefko Ball Bearing Co. Ltd., Luton, have received orders valued at over £65,000 from GKN Machinery Ltd., Wolverhampton, for ball and roller bearings for steelworks plant being built for Acos Finos, Piratini, Brazil.

Nuclear plant to use British strand

Two hundred tons of 12·7 mm diameter 'Dyform' 'L-R' prestressed concrete strand has been ordered from British Ropes Ltd., Doncaster, for the pressure vessel of Barsebäck nuclear power station near Malmö, scheduled to develop 700 MW when completed in 1974. Thisis the first time 'Dyform' prestressed concrete strand has been ordered for this purpose outside the United Kingdom. The order was placed by A B Spännarmering with Nils Olin & Co. AB, British Ropes' Scandinavian marketing organization, based in Gothenburg.

£60,000 Portuguese order

A £60,000 order has been obtained by Pye TMC transmission division from Plessey Automatica Electrica Portuguese, Lisbon (a member of the Plessey group) for telephone and telegraph multiplex. The equipment is required by the Correios Telegrafos e Telefones Cape Verde Islands, and will be installed as part of the 12-300 channel troposcatter, microwave and UHF telephone/telegraph network presently being established on the islands. When completed, the network will serve all the surrounding islands in the Cape Verde group.

Roof supports worth over £1 million

Dowty Mining Equipment Ltd., Cheltenham, are to supply hydraulic-powered roof supports, worth nearly £400,000, to Yacimientos Carboniferos Fiscales, the Argentine state-owned coal organization. The supports, of the four-leg, 400-ton type, fitted with steep seam equipment, will be used in the Rio Turbio mine.

This is the fourth big export order won by Dowty in recent weeks, and has increased the company's export order book during this short period by more than £1 million.

Norwegian orders worth £69,000

Pye Telecommunications Ltd. recently received orders worth £69,000 from its Norwegian agents, Lehmkuhl Electronic. Equipments will be supplied to a variety of customers, including the Oslo Electricity Board and the Oslo Bus Company.

About 250 additional Pye Westminster radiotelephones, specially adapted by Lehmkuhl, will be used on the Norwegian Post Office radiotelephone scheme. Over 500 of the users of this nationwide car telephone scheme already use Pye equipment.

Also included in the contracts was an order for fireman's call-out units. These pocket units emit a 'bleeping' noise when the wearer is signalled and replace the conventional sirens which are used to call out firemen.

This first order will equip the town of Royken, near Oslo.

Airline orders fourth jet airliner

British Aircraft Corporation announce that Germanair, the Frankfurt-based independent airline, has ordered a fourth BAC One-Eleven 500 jet airliner for delivery this month.

Over 200 BAC One-Elevens are now in service with, or on order by, more than 40 operators serving destinations in 50 countries, making it geographically the most widely chosen jet of its kind: nearly half of these One-Elevens are with 14 European airlines.

Heading tools for Russia

A £19,000 order for 17 sets of heading tools for 35 large heading machines for Russia has been won by Rico Machine & Tool Co. Ltd., Birmingham, a member of the Bifurcated Engineering group. The tools will be supplied to Malmedie of West Germany who have obtained a contract for heading machines from the Soviet Union. Rico will be supplying a range of complete tool sets for the manufacture of hexagon bolts, hub bolts, studs and bonnet catch bolts.

Power for Middle East vessels

Ruston Paxman Diesels Ltd., Colchester, have won a contract worth over £250,000 to supply six 16-cylinder Paxman Ventura marine propulsion engines to power three fast patrol boats building by Brooke Marine Ltd., Lowestoft, for the Sultanate of Oman.

This contract follows the provision of two 12-cylinder Paxman Ventura marine diesels for 'El Said', flagship of the Oman Navy.

Ruston Paxman Diesels Ltd. is a member of The General Electric Co. Ltd.

Turkish project

Wilson, Walton International Ltd., Croydon, corrosion engineers, have received an order, against keen competition, for the cathodic protection of new shipping berths at Iskenderun Harbour, Turkey.

The Overseas Development Administration is providing over £35,000 as a grant under technical assistance arrangements for equipment and installation. An additional sum of £6,172 for local costs is to be met by the Turkish Railroads and Harbours Construction Department of the Ministry of Public Works. Installation is expected to take about four weeks.

The order, placed through the Crown Agents for Oversea Governments and Administrations, involves underwater corrosion protection of 780 metres of sheet steel piling. Materials will be supplied from the United Kingdom, and the Croydon headquarters of the Wilson Walton International group has complete responsibility for material procurement, installation and commissioning of the entire cathodic protection system. The consulting engineers are Spencer & Partners, London.

Orders for translucent sheeting

Two young Wigan businessmen claim to have captured one of the largest single export orders for translucent sheeting ever placed. They are Mr. Gerry Hill and Mr. Bob Wormald, both in their late thirties, who formed BMS Plastics Ltd [illegible] market glass-fibre moulded products, in 1967.

The order, destined for North Africa, is for some 750,000 sq. ft. of 'Trilite' sheeting, worth nearly £250,000, won in the face of fierce international competition. Delivery of the sheeting is scheduled to take place over the next two years and the first two of 10 consignments have already been shipped.

This order was closely followed by another important contract for sheeting – for the new Michelin tyre plant at Picton, Nova Scotia.

In the past 12 months BMS have exported to 24 countries, including East Germany, South Korea, Iran and Kuwait.

Yugoslav repeat order

Wellman have received an order for two large box chargers worth about £36,000, for use at a steel plant in Yugoslavia. The Yugoslav company has been using Wellman mobile machines successfully for 12 years, this being the fourth separate order in that time.

Wellman Mechanical Equipment Ltd., Darlaston, Staffs., have built over 250 mobile machines for home and overseas markets since 1943.

Subscription form for Trade and Industry

incorporating the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: 50 Fairfax Street

Enclosed please find £7.60
being one year's subscription to
TRADE AND INDUSTRY
(incorporating the Board of Trade Journal).
The copy should be sent to:

Name.....
Address.....
.....

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS

are on sale at

Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UNITED KINGDOM AND EAST GERMANY: In accordance with the provisions of the Trade Agreement between the Confederation of British Industry and the East Germans, representatives of both sides met recently to discuss arrangements for trade in 1971. For United Kingdom exports to East Germany, the quotas for 1971 will be as set out in List A. Goods other than those for which there are quotas will be admitted without restriction. For East German imports into the United Kingdom, the quotas for 1971 will be as set out in List B. Most other East German imports will be admitted under Open Licence.

List A – 1971 quotas for imports into East Germany from the United Kingdom, January 1 to December 31

Quota No.	Description	Value £'000 fob
1	Herrings (cured and frozen)	50
2	Whisky and other spirits	280
3	Miscellaneous foodstuffs, beverages and agricultural products not elsewhere specified	150
4	Toilet preparations	10
5	Leather and leather goods	10
6	Rubber manufactures including thread (covered and uncovered), surgical manufactures and tyres and tubes	125
7	Woollen fabrics	40
8	Mohair yarns	100
9	Textile manufactures including clothing not elsewhere specified	60
10	Products of the passenger car, motor cycle and cycle industries (including components, replacement and production parts and accessories) and transport service equipment	30
11	Domestic radio and television equipment and gramophones	25
12	Clocks and watches	10
13	Pianos (including automatic) and other musical instruments and parts	25
14	Periodicals, transfers and gramophone records including language teaching records	75
15	Sports goods and games and toys of all kinds	100
16	Miscellaneous consumer goods not elsewhere specified	660

Preece, Cardew and Rider, of Brighton, are one of two firms of consultants who have gained contracts from the International Telecommunications Union in Geneva for the detailed survey of the East African part of the Pan-African telecommunication network. Picture shows the contract being formally signed and shows (left to right): Mr. D. V. Rumsey and Mr. E. D. Knight of Preece, Cardew and Rider, and Mr. Mohamed Mili, Secretary General of the ITU. Standing is Mr. Adrian David, legal adviser of the ITU. The contracts (one to Preece, Cardew and Rider, and one with Norconsult SA, a Norwegian firm) were signed as part of the pre-investment survey of the Pan-African telecommunication network, which is a project of the United Nations Development Programme (UNDP) of which the ITU is the executing agency.

List B – 1971 quotas for imports into the United Kingdom from East Germany January 1 to December 31

Quota No.	Tariff Heading	Description	Value £'000 cif
1	ex 12.03	Grass seed subject to quality control	45
2		Gloves the following:	10
	ex 39.07	Plastic gloves	
	ex 40.13	Rubber gloves	
	ex 42.03	Leather gloves including gloves of leather and furskin or of leather and artificial fur	
	ex 60.02	Gloves knitted to shape or crocheted to shape not elastic nor rubberized	
	ex 61.10	Gloves of woven cotton or flax	
3		Fabrics of man-made fibre mixed with wool or fine animal hair the following:	
	ex 51.04 ex 56.07 ex 60.01	Fabrics in which man-made fibres predominate by weight	
4		Fabrics of wool or fine animal hair or of wool and man-made fibre mixtures the following:	190
	ex 53.11	Woven fabrics of wool or fine animal hair or fabrics in which wool or fine animal hair represents 50% or more by weight	
5		Woven fabrics and made-up textile articles of flax the following:	5
	ex 54.05	Woven fabrics of flax other than tea towelling	
	ex 62.02	Bed linen, table linen, toilet linen and kitchen linen (other than tea towels), curtains and other furnishing articles of woven flax	
	ex 62.05	Other made-up textile articles of woven flax *excluding those made up from narrow fabrics*	
6		Stockings and socks the following:	5
	ex 60.03	Of knitted cotton or man-made fibre or wool or fine animal hair	
	ex 61.10	Of woven cotton or man-made fibre	
7		Apparel (of which not more than £70,000 for stocking tights and not more than £36,000 for woven cotton garments) the following:	185
	ex 60.04 ex 60.05	Under and outer garments and other articles of apparel of knitted or crocheted cotton, man-made fibre or wool or fine animal hair	
	ex 61.01 ex 61.02	Outer garments of woven man-made fibre, cotton or flax	
	ex 61.03 ex 61.04	Under garments of woven cotton or flax	
	ex 61.06	Shawls and other articles falling within 61.06 of woven cotton, man-made fibre or flax	
	ex 61.07	Ties, bow ties and cravats of woven cotton or flax	
	ex 61.08	Collars and other articles falling within 61.08 of woven cotton or flax	
	ex 61.09	Corsets and other articles falling within 61.09 of woven cotton	
8		Travelling rugs and blankets (of which not more than £10,300 for those made of cotton and/or man-made fibres) the following:	45
	ex 60.05	Of knitted or crocheted cotton or man-made fibre	
	ex 62.01	Of woven cotton, Wool or animal hair, or man-made fibre	
9	ex 62.04	Cotton tents	7·7
10	69.11 69.12 69.13	Domestic and ornamental china and earthenware (of which not more than £95,000 for ornamental ware)	220
11	ex 69.11 ex 69.13	Meissen porcelain	25
12	ex 73.38	Enamelled hollow-ware	5
13		Fabrics of man-made fibre the following:	25
	51.04 56.07	Woven fabrics of man-made fibre	
	ex 60.01	Knitted or crocheted fabrics of man-made fibre	
14	ex 85.15	Transistorized radio broadcast receivers and transistorized radiograms	40
15	85.21	Electronic valves and tubes and semiconductors (of which not more than £15,000 for semi-conductors)	100
16		Watches and non-electric clocks (of which not more than £24,000 for non-electric clocks) the following:	54
	ex 91.01	Watches other than stop watches valued at £1.50 or less cif	
	ex 91.02 ex 91.04	Non-electric clocks	
17	ex 97.05	Christmas tree decorations of glass	35

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

FRANCE AND THE IRISH REPUBLIC: The French *Moniteur du Commerce International* of April 5, announced that the Trade Agreement of November 10, 1959 between France and the Irish Republic has been extended for the calendar year 1971, and gave details and amounts of the quotas to be imported during this period into France, her Overseas Departments, and the Central African Republic and Dahomey. Details including the commodity lists for 1971 (in French) are available to British exporters on application.

EDB Ext. 423, 408, 288

ITALY AND JAPAN: The Italian Minister for Foreign Trade has announced that the Proces Verbal of December 31, 1969, signed in Rome by the Italy/Japan Commission has been extended for a year from October 1, 1970 to September 30, 1971. A list of the quotas for Japanese exports to Italy for this period was published in the Italian *Informazioni per il Commercio Estero* of March 15, 1971 and may be seen on application.

EDB Ext. 466, 467, 482

CZECHOSLOVAKIA AND ROMANIA: A Long Term Trade Agreement between Czechoslovakia and Romania covering the years 1971-75 was signed in Bucharest on January 30. It stipulates a 50 per cent growth in commercial exchanges compared with the 1966-70 period. Czechoslovakia will export to Romania electric power installations, plant for the chemical, timber and food industries, machine tools, vehicles, coking coal, rolled steel goods, chemicals, food and consumer goods. Romanian exports to Czechoslovakia will include ships, freight cars, electric motors, computers, oil, chemical and timber products, building materials, food and consumer goods.

CRE Ext. 2267

FINLAND AND CHINA: A Trade Agreement between Finland and the People's Republic of China covering the period January 1, 1971-December 31, 1971, was signed in Helsinki on February 8. The Agreement is based as before on two main products – soya from China and pulp from Finland, but the total value of the Agreement shows a considerable rise over last year – from Fmks. 78.8 million (£7.9 million) to Fmks. 136 million (£13.6 million). In addition to pulp and other paper products Finland will export to China urea, metals and metal products and machinery and will import soya beans, rice, oilseeds, glue, chemicals, pharmaceuticals and textile products.

EDB Ext. 466, 476, 482

The highest single export order for Hoover cleaners from one dealer has been won by the Finnish subsidiary of Hoover Ltd. It is for 10,000 *model* 427 *cylinder cleaners made at the Scottish Hoover factory, Cambuslang, Lanarkshire, where, in the picture, cleaners are seen being assembled for dispatch. Hoover claim to be the biggest exporter of vacuum cleaners in the world. The company's exports to Finland were* 44 *per cent up last year and are still rising.*

BULGARIA – FIVE-YEAR PLAN 1971-1975: The draft Directive of the Bulgarian Five-Year Plan 1971-1975 has been published. The Directive refers to certain specific projects and highlights general areas or industries for development. Some of this material may be of interest to British firms. A summary has been prepared in English from information which appeared recently in the Bulgarian Press. Copies of the summary are available on request.

CRE Ext. 2258, 3463

TUNISIA AND CZECHOSLOVAKIA: The Tunisian *Journal Oficie* of March 5, announced details of arrangements for 1971 decided within the framework of the 1969 long term Trade Agreement between Tunisia and Czechoslovakia. Under the terms of the agreement Tunisian imports from Czechoslovakia will include mining and constructional machinery, iron and steel products, and buses. Tunisian exports in return will include phosphates, lead, made-up articles and citrus fruit.

EDB Ext. 466, 467, 482

GUATEMALA AND JAPAN: HM Embassy in Guatemala City have reported the signature, on March 19, 1971, of a provisional trade agreement between Guatemala and Japan. The agreement states that the government of either country must grant most favourable treatment, in respect to customs duties and other charges, on any item of trade between the two countries. The understanding is valid for a period of one year and will be automatically revalidated each year for a further period of one year unless it is denounced in writing by either government at least three months before its date of expiry. A more formal trade agreement is being negotiated. Reference: CRE 33370.

CRE Ext. 2290

ECGD backing for export contracts

FOR GENERAL PURPOSE CARGO VESSELS FOR THE IRISH REPUBLIC: The Export Credits Guarantee Department has signed four Financial Guarantees covering the financing of contracts for the building of four 'Clyde' type general purpose cargo and container vessels, each of 25,700 tons deadweight. The contracts, worth a total of well over £12 million, are with Irish Shipping Ltd., of Dublin. All four vessels will be built in the Clyde shipyards of Upper Clyde Shipbuilders Ltd., and are scheduled for delivery over an eight month period commencing in the summer of 1972. Loans totalling over £10 million, to finance 80 per cent of the contract value of each vessel, are being made available by International Finance and Services Ltd., the export finance house in the United Dominions Trust Group, acting on behalf of a syndicate of banks comprising The Royal Bank of Scotland Ltd., Bank of Scotland, Clydesdale Bank Ltd., and National Westminster Bank Ltd. The loans are repayable over a period of eight years from the scheduled date of delivery of each vessel.

HINTS TO BUSINESSMEN BOOKLETS: Revised edition of the booklets on Gambia and Colombia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room CO7, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has* 20 *local offices in various parts of the United Kingdom.*

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1.
Telephone: 01-486 4871 (7 lines) Telex: 23794 Cables: ENGLEXPORT London
We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS.

Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, Proposed Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations, Proposed Regulations and Decision may be seen on application.

Milk and milk products

Regulation (CEE) No. 720/71 relates to the certified proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L79, dated April 3, 1971).

The *Journal Officiel* No. C34, dated April 14, 1971, contains the texts of two Proposed Regulations as follows:

I. Proposed Regulation relating to the hygiene conditions and health policy which must be fulfilled by wholly untreated milk when used for the preparation of thermally treated milk and its derivatives.

II. Proposed Regulation concerning health problems in the production and marketing of thermally treated milk.

It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

Flax and hemp

Decision No. 71/147/CEE authorizes Belgium and France to permit, until May 31, the marketing of certified seeds of textile flax subject to less stringent requirements (*Journal Officiel* No. L80, dated April 5, 1971).

Processed Agricultural Products

Regulation (CEE) No. 739/71 determines the amended variable elements applicable, from April 12, 1971, to the import into the Community of certain goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L83, dated April 8, 1971).

Wines and material for the propagation of wines

Regulation (CEE) No. 756/71 modifies **Regulation (CEE) No. 2005/70** relating to the classification of varieties of vines (*Journal Officiel* No. L83, dated April 8, 1971).

Regulation (CEE) No. 776/71 establishes the general rules relating to distilling operations for table wines during the period April 19, 1971, to June 3, 1971 (*Journal Officiel* No. L85, dated April 15, 1971).

Regulation (CEE) No. 778/71 relates to the methods of application for distilling operations for table wines for the period April 19, 1971, to June 3, 1971 (*Journal Officiel* No. L86, dated April 16, 1971).

Sugar

Regulation (CEE) No. 772/71 modifies **Regulations (CEE) Nos. 835/68** and **2061/69** insofar as they concern, respectively, the adjustment of the production refund and the adjustment of the denaturation premium in the sugar sector (*Journal Officiel* No. L85, dated April 15, 1971).

Pigmeat

Regulation (CEE) No. 777/71 modifies certain provisions relating to the intervention measures specified by **Regulation (CEE) No. 121/67** establishing a common organization of the markets in the pigmeat sector (*Journal Officiel* No. L85, dated April 15, 1971).

Fruit and Vegetables

The *Journal Officiel* No. C34, dated April 14, 1971, contains the text of a Proposed Regulation modifying **Regulation (CEE) No. 159/66** insofar as it concerns the destination of goods which have been subject to intervention measures in the fruit and vegetables sector. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Animal Feedstuffs

The *Journal Officiel* No. C34, dated April 14, 1971, contains the texts of two Proposed Regulations as follows:

I. Proposed Regulation concerning the fixing of the maximum percentages permissable for undesirable substances and products present in animal feedstuffs.

II. Proposed Regulation concerning the marketing of animal feedstuffs.

It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

EDB Ext. 7174, 408

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

COSMOS
FREIGHTWAYS AGENCY LTD.
INTERNATIONAL TRANSPORT EXPERTS
WORLD-WIDE CONNECTIONS
For service, details & quotations, please ring 01-407 4433
or write to 1 CATHEDRAL STREET, LONDON, S.E.1. Telex 888565

COMMON COMMERCIAL POLICY – COMMUNITY IMPORTS: The *Board of Trade Journal* dated February 11, 1970 (page 408) contained an announcement about **Regulation (CEE) No. 109/70** establishing a common system applicable to Community imports from State Trading countries. Notices were published in *Trade and Industry* dated November 11, 1970 (pages 222/4), about **Regulation (CEE) No. 2171/70** extending the application of **Regulation (CEE) No. 109/70,** and in *Trade and Industry* dated January 6, 1971 (pages 31/32), and March 31, 1971 (pages 722/3) about **Regulations (CEE) Nos. 2567/70** and **532/71** respectively, extending to other imports the Annex of **Regulation (CEE) No. 109/70.** The *Journal Officiel des Communautés Européennes* No. L80, dated April 5, 1971, contains the text of **Regulation (CEE) No. 725/71** also extending to other imports the Annex of **Regulation (CEE) No. 109/70.** The French texts of all the Regulations referred to above may be seen on application.

EDB Ext. 7174, 408

IMPORTS FROM NON-MEMBER COUNTRIES: Announcements were published in *Trade and Industry* dated December 23, 1970 (page 563), March 17, 1971 (page 618) and April 7, 1971 (pages 57/9), about the publication, in the *Journal Officiel des Communautés Européennes,* of details of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. The texts of the following Decisions authorizing the exclusion from Community treatment of additional products have now been published in the *Journal Officiel des Communautés Européennes* No. L80, dated April 5, 1971.

Decision No. 71/146/CEE authorizes Italy to exclude from Community treatment rollers of all kinds (Common Customs Tariff No. 84.62) originating in Japan and freely circulating in the other Member States.

Decision No. 71/153/CEE authorizes France to exclude from Community treatment mineral or chemical fertilizers (Common Customs Tariff No. 31.02 B) originating in East bloc countries and Yugoslavia and freely circulating in the other Member States.

Decision No. 71/154/CEE authorizes France to exclude from Community treatment live sheep (Common Customs Tariff No. 01.04 A I b) and meat of sheep (Common Customs Tariff No. 02.01 A ex IV) originating in third countries and freely circulating in the other Member States.

The French texts of these Decisions may be seen on application.

EDB Ext. 7174, 408

Irish Republic

PROPOSED ADDED VALUE TAX: Details are given in a White Paper recently published by the Government of the Irish Republic of an added-value tax scheme which it is proposed to introduce in place of the existing turnover and wholesale taxes. The changeover to the new system is expected to take place on January 1, 1972. Persons who are now registered for either the turnover tax or the wholesale tax will be automatically registered for the added-value tax. Copies of the White Paper are available free of charge from Room 1, Office of the Revenue Commissioners, The Castle, Dublin 2. The Government of the Irish Republic has invited suggestions from interested parties and submissions should be sent to the Office of the Revenue Commissioners by June 1, 1971.

CRE Ext. 2270

IMPORT OF TOMATOES: The Minister for Agriculture and Fisheries in the Irish Republic, under the Tomatoes (Regulation of Import) Order, 1948, has prohibited the importation of tomatoes except under licence, as from April 20, 1971, until further notice.

CRE Ext. 2270

Spain

SAFETY STANDARDS FOR CATALYTIC DOMESTIC HEATERS OPERATED BY LIQUID PETROLEUM GAS: The Spanish *State Bulletin* of April 1, published details of new safety regulations for catalytic domestic heaters using liquid petroleum gas. British manufacturers will have to obtain a certificate from the Spanish Ministry of Industry that their product conforms with these regulations, based on technical examination and test by the Ministry. The importation or local manufacture of such appliances will be prohibited without certification, and imported items must also be accompanied by a certificate issued by an officially recognized body in the country of origin and countersigned by an accredited Spanish official of that country that all details conform with the new regulations. The full Spanish text of the regulations may be seen on application.

EDB Ext. 460, 462

Federal Republic of Germany

IMPORT LICENSING: The Federal German authorities have recently invited applications from importers in Germany for import licences in respect of the goods mentioned below. (The numbers in brackets are the relevant Brussels Nomenclature Tariff Numbers.)

Early eating potatoes (ex 07.01)
Ice cream and preparations for the manufacture of ice cream (ex 18.06 and ex 21.07)
Preserved pears in containers (ex 20.06)
Potato flakes (ex 11.05)
Fodder yeast from breweries and malting plants (ex 21.06)
Cotton textiles (ex 55.09).

EDB Ext. 466, 467, 482

Denmark

PRICE CONTROL AND RECENT ECONOMIC DEVELOPMENTS: A new two-year agreement between the two sides of private industry based on a mediation proposal by the Official Referee was concluded in Denmark on March 15 following ballots among both employers and unions. The main features are:

(a) wage rises corresponding to about 6½ per cent of industry's wage bill. Nearly 4 per cent is to come in the first year, i.e. as from March 1, 1971. The increases are proportionately higher for low-paid workers and for women, for whom the increase is a first step towards the achievement of equal pay
(b) holidays will be gradually extended from three weeks to four by 1973
(c) working hours for shift workers will gradually be reduced from 41¼ to 40 hours a week.

The agreements in private industry will now be followed by similar improvements in the public sector and agriculture.

On April 2 a new Act on prices and profits came into force. The Act replaces the price freeze introduced originally on October 7, 1970 which was extended indefinitely beyond its original expiry date of March 1. Its main provisions are:

(a) that public sector prices must remain frozen until September 1, 1971
(b) other prices (and after September 1 public sector prices) may not be increased above those applying on February 28, 1971 except in so far as they reflect increases in raw materials, services, taxes, certain other costs
(c) only wage increases provided for in the collective agreements may be included.

In other words, manufacturers will no longer be allowed to pass on in the form of higher prices any wage increases granted outside the collective agreements (i.e. wage drift) unless they can justify it in terms of productivity.

The Danish National Bank lowered its official discount rate by ½ per cent on April 15 This is described as being in order to keep Danish rates broadly in line with international interest rates and is not meant to be taken as a relaxation of the current severe credit squeeze.

EDB Ext. 458, 459, 461

Tunisia

SUSPENSION OF CUSTOMS DUTIES: The Tunisian *Journal Officiel* of March 30 announced that custom duties on the following items would be suspended for the period from March 1 until December 31, 1971:

Tariff No.	Description
Ex 01.02	Live animals of the bovine species
Ex 01.04	Live sheep
	(The above items are also exempt from production tax for the stated period)
Ex 02.01	Meat of bovine animals
Ex 02.01	Meat of sheep and goats

EDB Ext. 420, 475

Morocco

CUSTOMS TARIFF MODIFICATIONS: The Moroccan *Bulletin Officiel* of March 17 published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates took effect from March 22.

Tariff No.	Description	Tariff	
		General	Working
48.01	Paper and paperboard (including cellulose wadding) machine made, in rolls or sheets:		
D	Others		
VI	Others		
a	Unchanged		
b	Unchanged		
c	Semi chemical 'fluting' paper weighing between 112 and 160 grammes per square metre for use in the manufacture of wooden boxes, imported solely by manufacturers and transported direct to factory	50	10
d	Others weighing per sq. metre		
1	Not more than 250 grammes	50	35
2	More than 250 grammes	50	25

EDB Ext. 420, 475

Ghana

IMPORT LICENSING: A notice published in *Trade and Industry* of November 25, 1970 (page 342) announced the publication of Notice to Importers No. 351 – General Guide to Importers – for the period January 1 to December 31, 1971. The following notice has now been published in the Ghana *Commercial and Industrial Bulletin* of April 8:

Notice to Importers No. 364

Page 2874 – Restricted Imports – delete '599-230 – Mosquito Coil' and substitute '599-220 – Mosquito Coil'.

EDB Ext. 471/2/3

Nigeria

CUSTOMS TARIFF CHANGES: Legal Notice No. 14 of 1971, Customs Tariff (Duties and Exemptions) Order 1971, published in the Federal Republic of Nigeria *Official Gazette* of March 4, amends the First Schedule to the Nigerian Customs Tariff with effect from December 24, 1970, as follows:

SCHEDULE (SECTION 1)

Amendment of Schedule 1 to the Customs Tariff Act 1965

Tariff No. (1)	Tariff Description (2)	Extent of Amendment (3)
16.01/03	Meat and meat offal, prepared or preserved (including sausages); meat extracts and meat juices	*Delete* the rates of duty in the columns 'Fiscal Entry' and 'Full' and *insert* the following sub-headings and the rates of duty applicable there to in the columns 'Tariff Description', 'Fiscal Entry' and 'Full' respectively, that is:

Tariff Description	Rate of Duty: Fiscal Entry	Full
'A. Baby foods accepted as such by the Board	40%	Free
Other	50%	Free'

20.01/02	Vegetables and fruit, prepared or preserved by vinegar, acetic acid, with or without sugar whether or not containing salt, spices or mustard; vegetables prepared or preserved otherwise than by vinegar or acetic acid including tomato juice the dry weight content of which is 7% or more: B and C	In this sub-heading B and C *delete* the entries in the columns 'Tariff Description,' 'Fiscal Entry' and 'Full' and substitute respectively the following sub-headings and rates of duty applicable thereto, that is:

Tariff Description	Rate of Duty: Fiscal	Full
(2)	(3)	(3)
'B. Fruit, canned or bottled:		
(i) Baby foods accepted as such by the Board	40%	Free
(ii) Other	75%	Free
C. Other:		
(i) Baby foods accepted as such by the Board	40%	Free
(ii) Other	50%	Free

20.05	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar	*Delete* the rates of duty in the columns 'Fiscal Entry,' and 'Full' and *insert* the following sub-headings and the rates of duty applicable thereto in the columns, 'Tariff Description,' 'Fiscal Entry' and 'Full' respectively, that is:

Tariff Description	Rate of Duty: Fiscal	Full
(2)	(3)	(4)
'A. Baby foods accepted as such by the Board	40%	Free
B. Other	66⅔%	Free

Explanatory Note:

(This note does not form part of the above Order, but is intended to explain its purpose.)

This order has the effect of reducing the rates of import duty on Baby Food from 75 per cent, 66⅔ per cent and 50 per cent to a flat rate of 40 per cent *ad valorem*.

EDB Ext. 471/3/3

Republic of South Africa

CUSTOMS TARIFF CHANGES: The South African *Government Gazette* No. 3044 of April 2 contained the following tariff changes:

R.524: (1) Provision is made for a rebate of the full sales duty on data processing machines and auxiliary machines for use with such machines imported by or supplied ex customs and excise warehouse to universities and colleges for advanced technical education.

(2) Provision is made for a rebate of the full sales duty on loudspeakers and electric audio-frequency amplifiers for use with projectors, cinematographic projectors, image projectors and portable projection screens, for use by educational institutions or purposes approved by the Minister, subject to the provisions of the regulations relating to item 405.03 of Schedule No. 4.

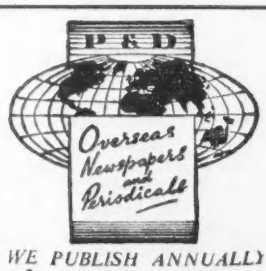
(3) Provision is made for a rebate of the full sales duty on goods cleared under item 406.07 of Schedule No. 4.

R.523: The description of certain subheadings under Tariff heading Nos. 03.02 and 03.03 is amended to make it clear that only fish, crustaceans and molluscs in airtight metal containers, are classifiable under these subheadings.

EDB Ext. 471/2/3

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, SW*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*



WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.

WHO'S WHO IN EUROPE

The 3rd Edition

About 3,400 pages. Fine India paper. Size: 250 × 175 × 100 mm.
The only great biographical dictionary on a truly European basis.
The 3rd edition 1971 £29
— will be published in March 1971
— will be entirely revised and completed
— will contain over 55,000 biographies of prominent people from 26 European countries
It is a MUST as a reference book for every intellectual and business man

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

CUSTOMS TARIFF CHANGES: The South African *Government Gazette* of March 19, No. 3024, notifies the following changes in the Customs Tariff:

R400 A Note is inserted to amplify the meaning of combed or worsted yarn.

R401 Specific provision, free of duty, is made for laboratory equipment of platinum.

R402 Specific provision, free of duty, is made for gear-boxes and other transmission parts identifiable for use solely or principally with road graders, excavators, scrapers and other earthmoving machinery.

R403 The tariff heading number 48.21 is amended to 49.11 to bring it in line with Schedule No. 1.

The South African *Government Gazette* of March 26, No. 3033, notifies the following changes in the Customs Tariff:

R451 Temporary specific provision, free of duty, is made for hydrogen fluoride. This provision will be withdrawn 56 days from date.

R452 Specific provision, at a rate of duty of 20 per cent or 20c per kg. less 75 per cent of the fob price, is made for certain phthalates and certain esters of phthalic acid.

R453 The provision for an ordinary anti-dumping duty on di-octyl phthalate, di-iso-octyl phthalate, dinonyl phthalate, didecyl phthalate, di-iso-decyl phthalate and phthalates of heptyl and nonyl industrial alcohols, is withdrawn.

R454 The rebate provisions on certain chemicals are amended to the extent indicated.

R455 Note 2 (a) is amended to clarify the meaning thereof, and the rebate provision in respect of manufactured motor cars having a net local content of more than 47 per cent but not more than 52 per cent, is amended to the extent indicated, with retrospective effect to January 1, 1971.

EDB Ext. 471/2/3

FOOD REGULATIONS: South African *Government Gazette* notice No. R. 418 of March 19 amends the food regulations relating to icing sugar.

EDB Ext. 471/2/3

TARIFF AND IMPORT INFORMATION: On March 31, when introducing the 1971-72 Budget the South African Minister of Finance gave details of additional Customs and Excise Duties to be paid on beer, wines, both fortified and sparkling, spirits, tobacco and petroleum products. The Sales Duty previously imposed on certain photographic products was altered to varying extents.

EDB Ext. 471/2/3

AGRICULTURAL PESTS ACT: Notices in the South African *Government Gazette* of March 19, list Johannesburg, Pretoria, Jan Smuts Airport and the D. F. Malan airport as additional ports of entry for the introduction of plants from overseas into the Republic; Customs officers at these airports have the power to retain any plant, plant product or plant weed for inspection in terms of the Act.

EDB Ext. 471/2/3

CONTROL OF ELECTRONIC PRODUCTS: The South African Parliament is considering a Bill to amend the Public Health Act, to provide for the control of electronic products by the Secretary of Health; it follows an investigation into the dangers arising from X-ray and other ionizing rays which found the position in South Africa 'alarming.' The Minister will be empowered to make regulations to provide for licences for electronic products; requirements to which the building in which they are kept must conform; duties of those in control of them; and precautions for safety and health. The Bill is aimed at electronic apparatus for diagnostic and therapeutic use and embraces the use of all rays emanating from the electro-magnetic spectrum in industrial equipment as well as microware ovens and radar.

CRE Ext. 2274

Israel

AMENDMENT TO FREE IMPORTS ORDER 1969: The Israeli authorities have announced an amendment to item 84.46 in the Supplement to the Free Imports Order 1969. The item now reads:

84.46. Machine tools for working ceramics, concrete, asbestos-cement and similar mineral materials, or for working glass in the cold, provided the weight of each exceeds 2,000 kgs and excluding machines falling under item 84.49 and machines for working stone.

EDB Ext. 420, 475

Saudi Arabia

LATE DELIVERY OF PHARMACEUTICALS ETC.: The following circular was issued recently by the Saudi Arabian Ministry of Health:

'The Manager
Messrs . . .

Dear Sirs,

In reference to the contracts concluded with your company for the supply of pharmaceuticals, medical requisites and hospital equipment, and in order to ensure the fulfilment of your commitments towards this Ministry with regard to delivery period, the Ministry hereby warns you that in case of your failure to supply in due time, the Ministry will not satisfy itself with the application of the contract terms in respect to the non-supply penalty, but will procure its needs – when the delivery period expires – at your expense, in accordance with the contract terms and the Bidding and Tendering Regulations.

This is for your information and attention, please.

For Deputy Minister of Health,
DR. YOUSUF AL-HUMAIDAN.'

EDB Ext. 420, 475

India

INTERIM BUDGET 1971-72: Mr. Y. B. Chavan, the Indian Minister of Finance, presented an interim budget for 1971-72 to Parliament on March 24, 1971. The Budget contains no new tax measures but carries over existing ones until the full budget in May at which time, Mr. Chavan hinted, new measures can be expected. These will be reported as soon as possible after the announcement of the full budget.

CRE Ext. 22 77

Singapore

IMPORT CONTROL: Singapore Import and Export Control Notice No. 4/71, states that the quotas for the following goods will be continued at the present levels for the period April 1, 1971 to September 30, 1971 (import licences will be issued for half the annual quotas).

Goods	Quota levels
Motor cycles	100% of 1967 imports
Essence of chicken	100% of 1967 imports
Carbon paper	100% of 1967 imports
Fluorescent tubes	150% of 1967 imports

It is also stated that, with effect from January 1, 1972, the units of quantity, i.e., weights and measures, of goods imported, exported or transhipped into or out of Singapore, will be shown in Metric Units in trade documents. With this in view, the imperial units of quantity shown in the Singapore Trade Classification and 1968 Customs Tariff are being converted to metric units of quantity.

EDB Ext. 401, 468, 468

PIONEER INDUSTRIES: The Singapore *Government Gazette* dated April 2, 1971, published, under the Economic Expansion (Relief from Income Tax) Act, 1967, a notice stating that the following industries and products have been declared as Pioneer Industries and Pioneer Products.

Industries	Products
Spice purifying and processing	(i) Oleoresins (ii) Sterlized spices

Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore. Reference: CRE 24014/2.

CRE Ext. 2143

Malaysia

FREE TRADE ZONES: The Malaysian *Government Gazette* dated March 18, published a Bill to make provision for the establishment of free trade zones in the Federation 'for promoting the economic life of the country'. On enactment the new law will enable the Minister of Finance, after consultation with a State Government, to declare any area to be a free trade zone, thus excluding it from the provisions of the Customs Act, and allowing goods to be brought into the free trade zone without payment of customs duty or excise duty. The text of the Bill can be seen, or loan copies obtained, from Tariff Section, Export Data Branch.

EDB Ext. 401, 468, 469

New Zealand/Australia Free Trade Agreement

CUSTOMS TARIFF INQUIRY – ADDITIONS TO SCHEDULE A: At the request of the New Zealand Minister of Overseas Trade, the Tariff and Development Board proposes to inquire into and report upon the question whether goods listed in the Schedule to this notice should be added to Schedule A of the New Zealand/Australia Free Trade Agreement. For the purposes of taking evidence the Board will hold public inquiries commencing at 10.30 a.m. on the dates shown in the third column of the Schedule to this notice in the Boardroom, First Floor, New Zealand Law Society Building, 26 Waring Taylor Street, Wellington. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than the dates shown in the fourth column of the Schedule to this notice. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a members – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, Department of Trade and Industry, quoting reference CRE 16678.

Schedule

Tariff	Description	Date of Public Inquiry	Date for Receipt of Representations
68.01.00	Road and paving setts, curbs and flagstones, of natural stone (except slate)	Monday, June 21, 1971	Monday, June 7, 1971
68.02	Worked monumental or building stone, and articles thereof, etc.		
68.02.02	Worked marble and articles of marble		
68.02.19	Other		
85.19.41	Switchboards and control panels	Thursday, July 8, 1971	Monday, June 21, 1971

CRE Ext. 2321

EMERGENCY PROTECTION AUTHORITY REPORT: Copies of the following New Zealand Emergency Protection Authority report have been received and are available for the Commercial Relations and Exports Division, Department of Trade and Industry.

Tariff Item	Description
98.01.11	Button moulds; blanks and parts thereof

CRE Ext. 2321

CANCELLATION OF TARIFF AND DEVELOPMENT BOARD INQUIRY: The New Zealand Tariff and Development Board inquiry into the possible addition of apple cider vinegar to Schedule A of the New Zealand-Australia Free Trade Agreement has been cancelled. Details of this inquiry were published in *Trade and Industry* of April 21, 1971, page 163.

CRE Ext. 2321

CUSTOMS TARIFF INQUIRY – SACKS AND BAGS OF TEXTILE: Following receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority, the Government has accepted the recommendation of the Authority that pending inquiry and report by the Tariff and Development Board a temporary duty of 20 per cent *ad valorem* be applied on imports from all sources of certain sacks and bags of textile. In this connection the Tariff provisions in respect of the goods in question, which, before acceptance of the EPA recommendation, were as set out in Schedule A to this notice, have been temporarily amended in the manner indicated in Schedule B. At the same time the goods which, before acceptance of the EPA recommendation, were provided for in Tariff items 62.03.02 and 62.03.09, were exempted from import licensing. In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report on what form of permanent protection, if any, is necessary in respect of all goods at present classified in Tariff items 62.03.11, 62.03.12 and 62.03.19.

The Board will, in accordance with its normal procedures, conduct a public inquiry which will take place in Wellington on Tuesday, July 6, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, June 18. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it. British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, Department of Trade and Industry, quoting reference CRE 844/69.

(Continued on next page)

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD.
39, Waterloo Road, London, NW2 7TT *Tel.:* **01-452 9861 (3 lines)**

Schedule A

Number	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
62.03	Sacks and bags, of a kind used for the packing of goods:			
	Other kinds:			
62.03.02	Of jute, hemp or Phormium tenax	Free	..	Free
62.03.09	Other	20%	..	40%

Schedule B

Number	Description	Rates of Duty		
		British Preferential	Most Favoured	General
62.03	Sacks and bags, of a kind used for the packing of goods:			
	Other:			
	Of jute, hemp or Phormium tenax:			
62.03.11	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	Free
62.03.12	Other	20%	..	20%
62.03.19	Other kinds	20%	..	40%

Note:
The following approvals under Tariff item 62.03.11 are effective from March 19, 1971:
Corn sacks of the following descriptions:
(a) A twill, 48in. x 26½in.
(b) New Zealand Standard, 46in. x 23in.
(c) Australian Chapman, 41in. x 23 in.

CRE Ext. 2321

CUSTOMS TARIFF CHANGES: The New Zealand Government has issued Customs Tariff Amendment Order No. 4 which came into force on March 19, amending certain items in the New Zealand Customs Tariff. The Chapter concerned is 82.06.

EDB Ext. 401, 468, 469

Australia

SPECIAL ADVISORY AUTHORITY INQUIRY ON CHERRIES: The Australian Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: brined and drained cherries (tariff items 08.11.200 and 20.04.300). Details of these tariff items are obtainable from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 or 401). The Special Advisory Authority is required to report within 30 days of the date of the reference (in this case by May 21, 1971). In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

CRE Ext. 2318, 2319

Peru

FISHING LAW: The Peruvian Fishing Law, published on March 26 as Decree 18810, extends State control from the purely marketing aspect of the fishing industry to the whole fisheries sector. It is based on the principles of the General Industrial Law which was introduced in July 1970 (Decree Law 18350) and, in common with the practice established for this earlier legislation, administrative regulations are due to be published within 90 days.

EDB Ext. 477

Chile

AMENDMENTS TO IMPORT TARIFF: Amendments to the following Brussels Nomenclature tariff numbers were published in the Chilean *Official Gazettes* of March 18, 26 and 30:

27.09	Chapter 32
27.11	Chapter 36 (excepting 36.05)
29.15	39.02
29.16	48.03
31.02	Chapter 68 (excepting 68.05)

EDB Ext. 474, 476, 7312

Trinidad and Tobago

PROMPT FORWARDING OF DOCUMENTS: The Trinidad Chamber of Commerce has again stressed the importance it attaches to suppliers promptly forwarding to Trinidad all the documents necessary for the importation of goods into Trinidad and Tobago. It has been pointed out that the late arrival of such documents can cause congestion of imports in the transit sheds making them liable to damage and pilferage as well as storage charges and delivery delays. Details of the documents required for exporting goods to Trinidad and Tobago can be obtained on application.

EDB Ext. 474, 476, 7312

Mexico

IMPORT LICENSING AMENDMENTS: Imports into Mexico of the following goods has been made subject to licence until the dates indicated:

Tariff No.	Description
Until February 7, 1974	
82.01 B 004	Pruning shears
82.13 A 001	Secateurs for operation by one hand only
Until August 10, 1971	
15.10 A 013	Stearine (crude stearic acid) When it is proved to the General Administration of Financial studies of the Department of Finance and Public Credit, that it will be used as a raw material for the manufacture of refined stearine
15.10 A 014	Stearine made from fish-oil
15.10 A 015	Stearine (crude stearic acid) Except that included in headings 15.10 A 013 and 15.10 A 014
Until August 11, 1971	
29.04 C 004	Sorbitol
Until February 11, 1972	
83.09 A 007	Eyelets, except those in 83.09 A 005
Until February 11, 1974	
84.56 F 999	Others
25.11 A 001	Barium sulphate (heavy spar or barytes)
Until August 14, 1971	
85.21 A 001	Cathode tubes, including tubes or valves for television cameras
Until February 15, 1974	
38.03 A 001	Activated carbon other than in 38.03 A 004
Until February 15, 1972	
29.06 C 013	Ditertanylhydroquinone
29.21 A 001	Triisooctyl phosphite
29.21 A 002	Triphenyl phosphite
29.21 A 003	Trimethyl phosphite
29.21 A 017	Diphenyl n-decyl phosphite
30.05 A 006	Diagnostic reagents
Until February 16, 1972	
29.27 A 004	Acrylonitrile
Until February 18, 1972	
28.04 C 002	Nitrogen
Until February 18, 1974	
84.59 B 002	For making non-textile monofilaments other than those in 84.59 B 004
84.59 B 003	Extrusion machines
84.59 L 034	Recognizable as for exclusive use with the goods of 84.59 K 083
Until February 19, 1972	
29.07 A 011	2, 2-Methylene Bis (3, 4, 6-tri-Chlorophenol)
Until February 19, 1973	
49.08 A 999	Other
Until February 21, 1972	
85.18 A 012	Variable or adjustable condensers with dielectrics of plastic material for radio frequency
Until February 21, 1974	
84.08 B 001	Compressed air or compressed gas engines
84.21 C 999	Other
84.49 C 001	Parts and components
84.59 K 083	Pneumatic, for motor vehicle lubrication
84.59 L 007	Bobbins for coiling flexible cables and tubes
84.59 L 999	Other

EDB Ext. 474, 476, 7312

(Continued on next page)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

MEXICO, *continued*

IMPORT DUTY AND TARIFF AMENDMENTS: A large number of alterations have recently been made to the Mexican rates of import duty and also to the Tariff. The goods affected are as follows:

Tariff No.	Description
22.05	
	Subpart A
001	Deleted
002	Deleted
003	Deleted
006	Champagne and champagne-type wines
007	Red, white or claret wines, of up to 14° Gay-Lussac at 15°C, in earthenware, pottery or glass containers, other than those falling within sub-heading 22.05 A 008
008	Red, white or claret wines, of more than 14° and not exceeding 23° Gay-Lussac at 15°C, in earthenware, pottery or glass containers
009	Grape wines, known as 'fine wines' of up to 14° Gay-Lussac at 15°C, in respect of the Claret type wines, of 11·5° or more in respect of red wines and 12° or more in respect of white wines; of maximum volatile acidity of 1·3° per litre. The minimum alcoholic strength in respect of 'Rhine' wines may be 11°. The wines must be accompanied by a certificate of quality issued by an official organization in the exporter country and be imported in bottles of a capacity not exceeding 0·75 litres bearing labels giving the vintaging year and the registered mark of the vineyard or the cellar of origin
22.09	
	Subpart A
002	Deleted
006	Spirituous beverages of more than 23° but not more than 55° Gay-Lussac at 15°C, in earthenware, pottery or glass containers other than those falling within sub-headings 22.09 A 012 and 013
011	Whisky of more than 23° but not more than 55° Gay-Lussac at 15°C, in earthenware, pottery or glass containers
012	Brandy or cognac
013	Vodka or gin
97.02	Dolls:
	Subpart A
001	Of rubber, not dressed
002	Of celluloid, not dressed
003	Of celluloid or rubber, fully or partly dressed
004	Automatic, powered by electricity, clockwork or steam
005	Eyes for mechanical dolls
006	Voice or sound-producing mechanisms
97.03	Other toys; working models of a kind used for recreational purposes:
	Subpart A
001	Of rubber
002	Of paper or card
003	Of wood
004	Of casein
005	Of celluloid
006	Of synthetic resins, not automatic
007	Of base material not automatic
008	Of textiles containing silk
009	Of textiles, except those in 008
010	Toys which fire harmless projectiles, not automatic
012	Solid rubber balls except those in 011
015	Pneumatic rubber balls except those in 013 and 014
016	Balls, except those in 011 to 015
018	Automatic toys with spiral spring
019	Electric automatic toys
020	Steam-driven automatic toys
021	Toy soldiers
024	Miniature cars, on a 1 to 24 or 1 to 32 scale, for the goods of 97.04 A 015
029	Miniature models for amusement plastic, electric
97.04	
	Subpart A
015	Tables with eight sets of tracks, with their control system for electric operation of miniature cars
97.04	
	Subpart B
004	Identifiable as exclusively for the apparatus in heading 97.04 A 015
98.10	
	Subpart A
002	Gas lighters

EDB Ext. 474, 476, 7312

United States

ANTI-DUMPING: The United States Treasury Department proposes to review the anti-dumping regulations. Interested persons may submit comments to the Commissioner of Customs, Washington DC 20226, not later than June 12, 1971. Reference FR 13.1.71.

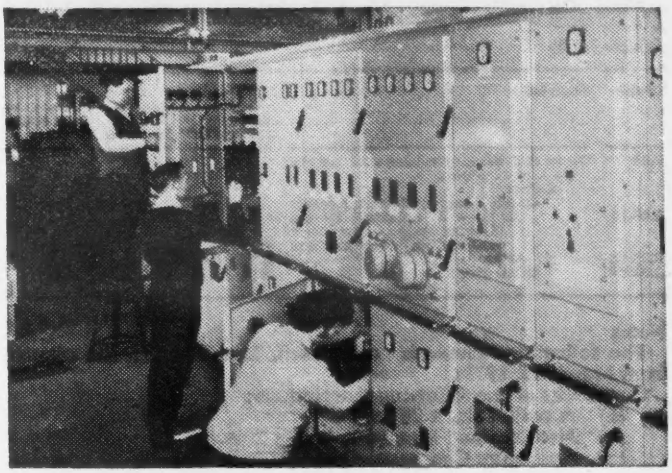
CRE Ext. 2397

MOTOR VEHICLE SAFETY STANDARD 106: Revisions have been made to proposed regulations on brake hose and brake hose assembly by the NHTSA (National Highway Traffic Safety Administration). The proposed effective date is now March 1, 1972, Interested persons may submit comments to the NHTSA, Room 4223, 400 Seventh Street, SW Washington DC 20591, not later than May 24, 1971. Reference FR 30.3.71.

CRE Ext. 2397

FIREARMS LEGISLATION: The United States Internal Revenue Service has published proposed regulations affecting the importation, manufacture, exportation, identification and registration of and dealing in machine guns, destructive devices and certain other firearms. Public comment has been invited, on or befor May 14, 1971. Reference FR 14.4.71.

CRE Ext. 2647



Aish and Co. Ltd., the electrical engineers and contractors of Poole, Dorset, have just completed their biggest switchboard yet. It also carries the heaviest current. The new switchboard is for a 8950 GRT steam turbo-electric passenger and vehicle ferry for service between the North and South Islands of New Zealand. The vessel, which is named 'Rangatira', is being built at Walker Yard of the Swan Hunter Group at Tyneside for the Union Steamship Company of New Zealand. The switchboard is being supplied to GEC Electrical Projects Ltd., who are main electrical contractors for the vessel.

Six top New Zealand industrialists recently visited W. E. Sykes Ltd. of Manor Works, Staines, and saw latest developments for the production of gear cutting machine tools and associated small tools. Left to right: M. B. Forsyth of New Zealand's Department of Scientific and Industrial Research; R. S. Bettany of R. Bettany and Son Ltd.; J. Cammenzind, sales director, W. E. Sykes Ltd.; G. T. Gillies of Gillies Foundry and Engineering Co. Ltd. W. E. Sykes, who last year won the Queen's Award to Industry for Technical Innovation, export some 55 per cent of their production. Their gear cutting equipment is sold throughout the world, including China, the Far East, Eastern Europe, India, Australia, South Africa, Europe and North and South America.

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford. OX5 1QB. Kidlington 3017.

EXPORT SALES – RADIO COMMUNICATIONS AND ELECTRONICS. Energetic retired company director, life-time experience this industry, shortly visiting South Africa, Australia, New Zealand, would undertake market investigations, agency liaison or similar work. Write Box M. 12108.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.—J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3571 (6 lines). Telex 45286.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel. 01-769 0308/5960.

UNITED STATES, *continued*

HAZARDOUS SUBSTANCES – BABY WALKERS: The United States Commissioner for Food and Drugs has announced proposals to classify baby walkers as banned hazardous substances. Interested persons may submit comments to the Department of Health, Education and Welfare not later than May 14, 1971.

CRE 2397

SOURCES OF SUPPLY OF BRITISH CONSUMER GOODS: Each year, from its records, the British Consulate General in New York produces a buyers' guide to sources of supply of British consumer goods selling in the United States, which is widely distributed to buyers in American department and chain stores and to other large potential trade buyers in the United States. Among other information, the guide lists under classified product headings the names and addresses of British exporters, gives a brief description of their products and shows the names and addresses of their United States agents or distributors. The current edition, which lists over 2,000 British suppliers, is divided into the following product classifications:

- Foodstuffs, confectionery and beverages
- Clothing:
  - Infants' wear
  - Children's wear
  - Children's footwear
  - Women's coats and suits
    - Knitwear
    - Dresses
    - Sportswear and casual wear
    - Rainwear
    - Lingerie
    - Scarves, stoles and millinery
    - Gloves
    - Footwear
  - Men's outerwear
    - Knitwear
    - Hosiery
    - Sportswear and casual wear (including leather, suede and sheepskin)
    - Underwear and nightwear
    - Hats, scarves, neckwear, handkerchiefs
    - Furnishings (i.e. accessories)
    - Gloves
    - Footwear
- Fashion jewellery
- Silverware, stainless steel ware and cutlery
- China, pottery and glassware
- Giftware (including brassware and pewter)
- Handbags and small leather goods
- Travel goods
- Textiles:
  - Piece-goods and fabrics
  - Domestic linens and blankets
- Household goods
- Furniture
- Carpets and floorcoverings
- Wall coverings
- Antiques
- Toys and games
- Sports equipment and active sports clothing
- Stationery
- Books and magazines
- Art prints, pictures, etchings, frames
- Artists' materials, arts and crafts supplies
- Radio, audio and hi-fi equipment
- Tobacco, pipes and smokers' accessories
- Toilet preparations
- Typically Scottish, Welsh and Northern Ireland products (included also under other headings as applicable).

The task of updating this infomation is one of considerable magnitude. Preparations are now being made for the 1972 edition and British suppliers of consumer goods selling to the United States are invited to assist by providing the following information in the form indicated by the example below:

United Kingdom Source (a)	United States Agent/Import (b)	Items (c)
Consumer Goods Manufacturers Ltd., Five Ways House, Islington Row, Birmingham 15	John Doe Inc', 845 Third Avenue, New York, NY 10022	Silver plated and stainless steel tableware

London Showroom or Agent: W. Smith Ltd., 35 Old Bailey, London, E.C.4

(*Continued on next page*)

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

TEESDALE TOOLS LTD.

DESIGNERS & MANUFACTURERS OF PRECISION ENGINEERING TOOLS & EQUIPMENT

A specialist service to airlines for all engine overhaul tools and ground support equipment

192 OVERNDALE ROAD, DOWNEND, BRISTOL BS16 2RJ
Telephone 654283

Skerne Engineering

Precision specialists in roll-formed sections, press brake sections, panel work and pressings.

Skerne Engineering Co. Ltd.
P.O. Box No. 16, Albert Hill, Darlington, Co. Durham. Tel. Darlington 69146
Telegrams: Skerne Darlington.
A member of the Aurora Group of Companies

Are your products acceptable
OVERSEAS?
Do they satisfy the buyers' requirements?
HAVE AN INDEPENDENT CHECK
Consult
Yarsley Testing Laboratories Limited
The Street, Ashtead, Surrey
Ashtead 76391/6

E. W. Kendall & Co. Ltd.
FOR
CIRCULAR SAW BLADES
BANDSAW BLADES
CIRCULAR KNIVES
GROOVING SAWS
MACHINE KNIVES
AND
ALL WOODWORKING ACCESSORIES
write 212-214 Ravenscroft Road,
or Beckenham, Kent.
telephone Telephone: 01-778 3957/4353

Department of Employment Gazette
Single copies 50p (by post 56½p)
Annual subscription £6.65 including postage
Published by Her Majesty's Stationery Office
and obtainable from Government Bookshops
49 High Holborn, London, WC1V 6HB;
13A Castle Street, Edinburgh, EH2 3AR;
Brazennose Street, Manchester, M60 8AS
258 Broad Street, Birmingham, B1 2HE;
109 St. Mary Street, Cardiff, CF1 1JW;
50 Fairfax Street, Bristol, 1, BS1 3DF;
80 Chichester Street Belfast, BT1 4JY
or through booksellers

AMLEN CHEMICAL CO. (UK) LTD.
FUEL OIL ADDITIVES
LIQUID AND POWDERED DEGREASANTS
ELECTRICAL CLEANING SOLVENTS
DESCALING LIQUIDS AND COMPOUNDS
WATER TREATMENT CHEMICALS ETC.
WALLINGFORD ROAD,
UXBRIDGE, MIDDX. Tel. Uxbridge 32412
BRANCHES THROUGHOUT THE U.K.

UNITED STATES, *continued*

Notes:

(a) Where the supplier has a separate showroom/office or export agent in London or other main centre, this should be given as shown. This is useful information for the visiting United States buyer.

(b) The name and address of the organization or person in the United States to whom trade buying inquiries should be directed. In the absence of any entry in this column it will be assumed that such inquiries should be made direct to the United Kingdom address(es) given in the first column.

(c) Brief description of the products selling in the United States. Suppliers of typically Scottish, Welsh or Northern Ireland products (e.g. kilts, Scottish jewellery, etc.) should indicate this. Brand names may be quoted.

Information in this form should be sent (in duplicate please – quoting the reference ESB 10175/70) to Export Services Division (Room G3), Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, for forwarding to the British Consulate General, New York, by mid June 1971. Suppliers who have within the past year notified either the British Consulate General or Export Services Division/Department of Trade Regional Office of their arrangements for representation in the United States need not do so again in response to this notice, unless there has been any change in the interim. Trade Associations, Chambers of Commerce, Export Clubs, etc. having members exporting consumer goods to the United States are invited to co-operate by repeating this notice in their own bulletins to members,

ESD Ext. 204

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Department of Trade and Industry, 1 Victoria Street, London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K.102) SBN 11 720473 0

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

EXPORT?

Mark M. Cansick M.S.M.A

My organization, if appointed your export managers, will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.

Export Managers for: "BURGESS" Silencers; "HERMETITE" Jointing Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories; "WHITTLE" Link Belting.

Mark Cansick & Company

EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS

44 HIGHGATE HIGH STREET, LONDON N.6

Telephone: Mountview 0094/5. Cables: Cansico, London Telex No. 261381

Commercial Vehicles and Agricultural Machinery

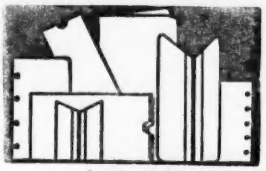
Through bolts, spring centre bolts, U bolts, wheel studs and nuts, etc. consult

MANUFACTURERS

The Cossentine Bolt & Engineering Co. Ltd.

Industry Works, Farnhill, Keighley, Yorks

Telephone: Crosshills 2310



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd

25-29 Roundwood Rd., London, N.W.10

Telephone: 01-459 5277

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ × 1/4″
Brake Press 10′ × 1/8″

Leslie T. Clark

(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators Association.

S.O.S.

DO YOU HAVE LANGUAGE PROBLEMS REGARDING YOUR OVERSEAS BUSINESS?

OUR PANEL OF LINGUISTS IS HERE TO ASSIST YOU IN FURTHERING YOUR EXPORT DRIVE.

FOR

TRANSLATING, INTERPRETING

AND

LANGUAGE CONSULTATION

IN ALL LANGUAGES AND AT ANY TIME, CONTACT:—

Spanimex Overseas Secretariat Limited

TOWN HALL CHAMBERS, 32 BOROUGH HIGH STREET, LONDON, S.E.1.
01-407 2141 and 01-407 1714

To advertise in

Trade and Industry

Incorporating the Board of Trade Journal

telephone

01-248 9876

extn. 6147/8

rate card from

HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

'ARDUA' Brushes

WHOLESALE & EXPORT SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) Ltd.
(Est. 1890)

Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

The Stylo

PLASTICS & ENGRAVING CO. LTD.

NAMEPLATE MANUFACTURERS MACHINE & CHEMICAL ENGRAVERS

Telephone PEN 3065/6

WHIT LANE, PENDLETON, SALFORD, 6

The highest standards of Quality • Service • Technology in

METAL FINISHING

for over 80 years

King & Fowler Ltd

Jamaica Street, Liverpool L1 0AQ
Telephone: 051-709 8411

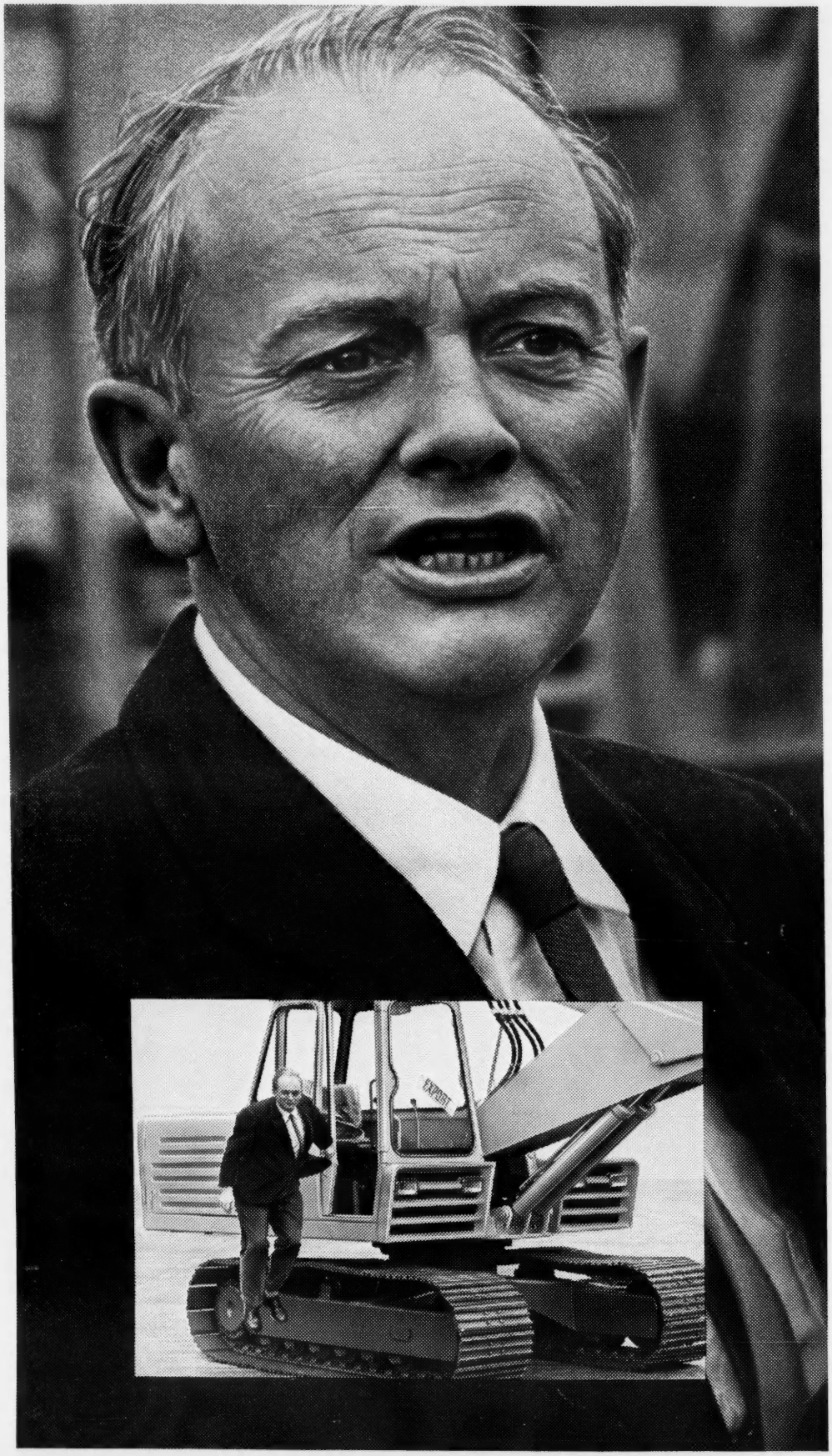
CAR RADIO PHONES, AM. WALKIE TALKIES, VHF 50-25 WATTS TRANSMITTERS, RADIO ALARMS, VHF AERIALS

MURPHY TELECOMMUNICATIONS

MURPHY TELECOMMUNICATIONS SYSTEMS LIMITED

NORTH BRADLEY HOUSE, NORTH BRADLEY, TROWBRIDGE, WILTSHIRE, ENGLAND

Telephone: Trowbridge 5306 Telex: 44809



Without export credit, we'd be ditched.

"In view of world liquidity problems some overseas dealers often have difficulty in finding finance. We must therefore have ECGD to get reasonable rates of financing, as well as to cover risks." *Mr J.C.B., Chairman of Staffordshire-based earth moving equipment manufacturers (left).*

This company moves at furious speed. It seriously began exporting only in 1961, and by last year its export sales had reached £13 million. The target for the mid-seventies is £50/£60 million.

Credit at reasonable rates

The ability to offer credit overseas is vital. For credits up to 2 years, the company uses the ECGD Comprehensive bank guarantee. With this it can get finance at only ½% over Bank Rate. Credit of 2 years or more is at a fixed 7% under ECGD Specific guarantees.

Cover against loss

All the company's export business is insured with ECGD against 90-95% of losses through overseas buyers' default or insolvency, and sterling transfer risks.

Mr J.C.B. stresses the value of this cover, "especially in the difficult payment conditions in the world today. Margins are slim in world markets and any loss would wipe out profits."

Secure expansion

After building strong dealer networks in Europe, the Far East and other markets, the company is planning to move purposefully into the U.S.A.

How about your company? If you want secure growth through exports, talk to your local ECGD Manager. Contact him this week.

Export Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bradford, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD
Export with an easy mind

110